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Leslie's



Chas. A. MacLellan '12

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"Winter Sports Number"

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Advertising of Advertising—A Series of Weekly Talks
No. 50



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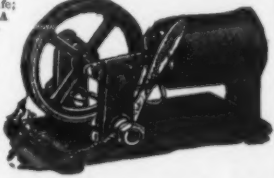


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NEWSPAPER IN THE UNITED STATES
ALL THE NEWS IN PICTURES

"In God We Trust."

CXV. Thursday, December 12, 1912 No. 2988

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3. Whether or not they are copyrighted. If no copyright appears on them the legal assumption is that there is no liability on our part for their use.

The contributor's name and address should be on the back of every photo, and none should be sent in without full, complete and accurate description. Many photos have been rejected because of the lack of correct data. Accuracy should be the first consideration. An inaccurate statement is always challenged, and this is annoying.

The Editor is always ready to consider short stories or articles, which should be typewritten on one side of the sheet only, and should not exceed 3,000 words.

Every manuscript should bear the name and address of the author or sender, plainly on the manuscript, and not on a separate slip or in an accompanying letter.

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Some of Next Week's Features

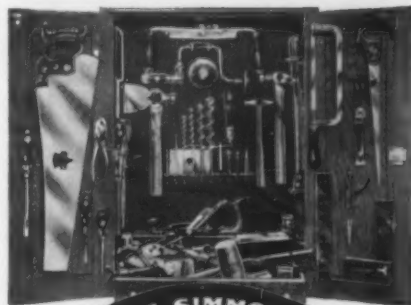
NEXT WEEK'S IS OUR WINTER RESORTS NUMBER. It will take you to southern countries and bring back to you the sweet breath of summer. It will be worth waiting for.

A SOLID TRAIN SIX MILES LONG OF SILVER DOLLARS. Night and day in Washington hundreds of clerks are busy counting our money. It will take them sixty days to finish it. More than 156,000,000 silver dollars will have to be counted, and even two-thirds of a cent will have to be accounted for. There is now two-thirds of a cent in the treasury—part of a bond issue in 1836. This counting is in charge of a former coal miner, who is now known nationally. The story of how he is making the great money count is intensely interesting. It is by Robert D. Heintz, LESLIE'S Washington correspondent, and is illustrated by striking photographs. You will enjoy it next week from the first sentence.

HOW A CLERGYMAN SAW EUROPE ON \$200. Recently a Missouri clergyman wanted to see the other side, but, like most ministers, he didn't have much money—only \$200. But he saw all there was worth seeing in Europe, traveled with the best people, and when he got home he had a few dollars of the two hundred left. Next week, in this paper, he tells how he did it and what he saw. You will be surprised at how he stretched the \$200.

A LESLIE'S PHOTOGRAPHER ARRESTED AS A SPY. Recently, when our traveling correspondent and photographer, Mrs. C. R. Miller, was touring Helgoland, which is an island belonging to Germany, she tried to take a picture for this paper. She was arrested for taking photographs of the fortifications and had a series of adventures which will make mighty interesting reading next week.

In answering advertisements please mention "Leslie's Weekly."



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Domesticity To Rule the White House



MRS. WOODROW WILSON.

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THE NEXT President of the United States has a wonderful wife. She typifies to perfection the spirit of a great republic. She is the ideal woman of democracy. Many-sided, accomplished to a rare degree in the domestic as well as the fine arts, warm-hearted and gracious, she stands forth a fine, feminine figure, especially fitted for the role of First Lady of the Land. She is, above all else, a home-maker, yet she possesses as well the social gift to a marked degree. She is a loving mother, and her three daughters have also been trained in the gracious ways of the home, and, like her, they are gifted and broad-minded.

Mrs. Wilson is a pretty woman, with brilliant cheeks and bright brown eyes. She is rather small and has a rounded figure. She is gracious in her manner and has infinite tact. Mrs. Wilson was Helen Louise Axson, the daughter of a clergyman. She was born at Savannah, Ga., but has spent over half her life in the North. She was a brilliant girl, a musician, a great reader, and, above all, a painter. Before her marriage to Woodrow Wilson, in 1885, she intended to make painting her lifework; but all her plans were changed when she married the young professor at Bryn Mawr College, Pennsylvania. Governor Wilson has said that one of his pleasantest surprises was when his bride cooked her first dinner.

He had had no idea that the dreamy, gifted, artistic girl he had loved and married was so accomplished in the homely arts.

For a time Mrs. Wilson gave up her painting and paid all her attention to her home and children; but as the three girls grew older and she found herself more free, she again took up her art work, and each summer she joined the famous art colony at Old Lyme, Conn. Her work is strong and masterly, and her pictures are fitted to adorn any great gallery. A Fifth Avenue dealer has been buying her pictures for some time, and one of her pictures is to be hung this winter at the Chicago Art Exhibition. Mrs. Wilson's portrait work is remarkably fine. She also paints charming landscapes.

Mrs. Wilson's extreme modesty has prevented her fame as a painter from getting abroad. Her daughters reveal the same modesty, and do not seek publicity and praise. The eldest daughter, Eleanor Randolph, is an artist, like her mother. The second daughter, Margaret Woodrow, is a musician of ability and has a sweet, full, soprano voice. The youngest daughter, Jessie, is a student of social questions and is at present an ardent settlement worker. All three of these girls have been trained to cook, to care for a home and to make their own clothes, if necessary, besides being well grounded in the graces of society.

MRS. M. P. HASKELL.

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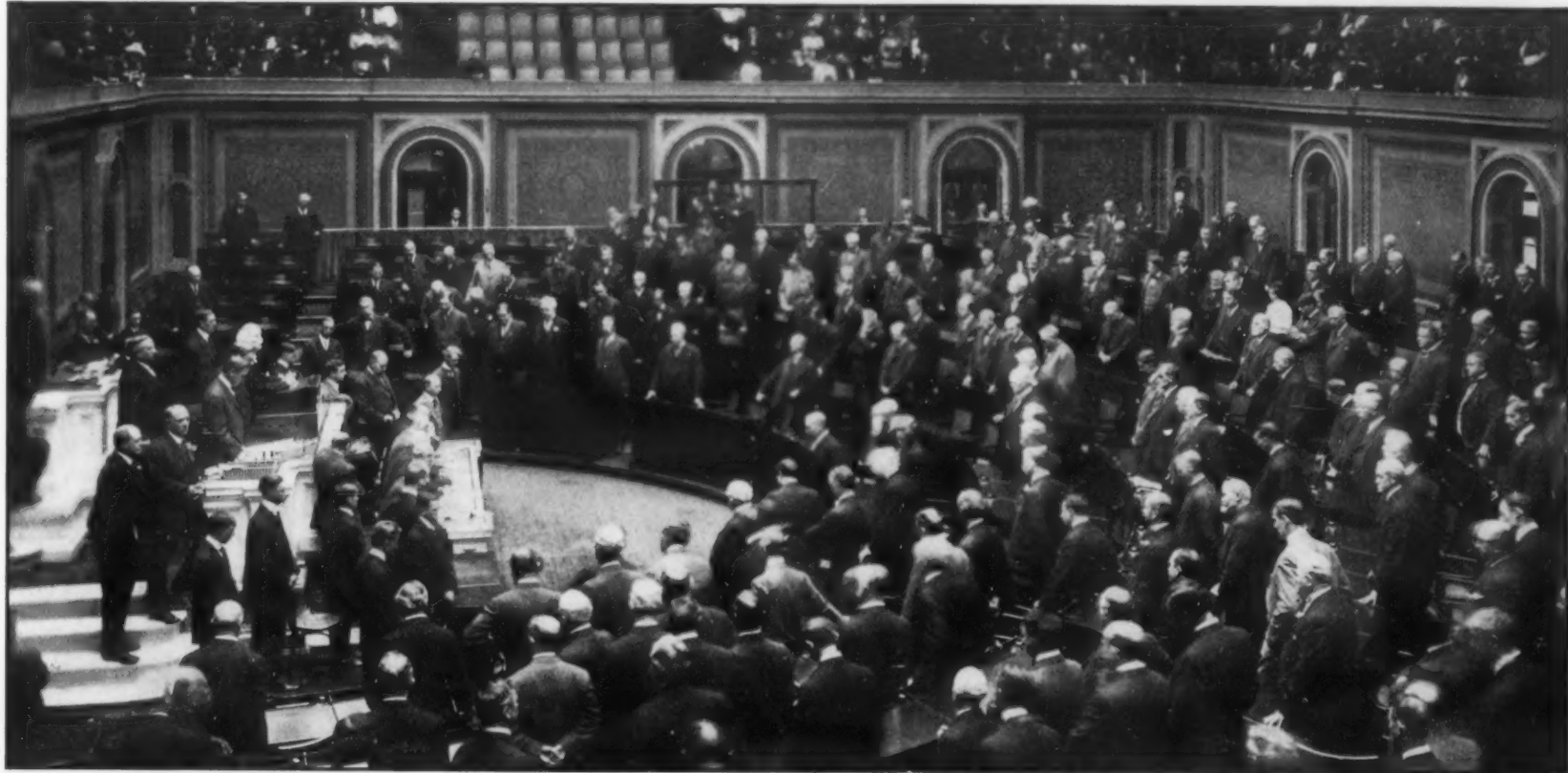
Left to right
Witherspoon
James,

Winding Up the Taft Administration

CONGRESS has come to order for the closing days of its sixty-second gathering. It is what many members term the calm before the storm—at least, that is what is heard from the Republican side. On the other hand, the Democrats facetiously retort that it is the quiet following a hurricane. It is true that never again will some of those who now occupy seats in the Senate and the House return. A magnanimous reception was accorded to the defeated.

Pandemonium broke loose when that old die-in-his-boots fighter, "Uncle Joe" Cannon, made his way to his accustomed seat. There was the heartiest kind of a reception for Representatives Nick Longworth of Ohio, William B. McKinley of Illinois, Cy Sulloway of New Hampshire, and Ebenezer Hill of Connecticut. Cheers greeted Representatives Sulzer of New York, Cox of Ohio, and Hanna of North Dakota. These have each been elected to a governorship.

In the Senate everybody expressed grief over the untimely death of Vice-President Sherman. He was the ablest, best loved presiding officer the Senate has had in many a day. The Senators also were deeply grieved at the loss of Senators Rayner of Maryland and Heyburn of Idaho. In the short session, appropriation bills carrying over a billion dollars must be passed, and many other matters considered. **ROBERT D. HEINL.**



OPENING OF THE LAST SESSION OF THE SIXTY-SECOND CONGRESS.

Photograph made at noon on December 2, while Chaplain Coudon was leading in prayer. This session marks the end of the political careers of a great number of prominent men, and many new faces will be seen at the next session. On March 4, 1913, this session will end, and the new Democratic administration will come into power, with Woodrow Wilson as President. The Democratic majority in the next House will be 143.



OSCAR W. UNDERWOOD.
Representative from Alabama and the Democratic floor leader of the House. He will continue to be one of the most prominent members of Congress.



"UNCLE JOE" CANNON.
The grizzled fighter who is retiring after almost three-score years of service in Congress, including four terms as Speaker of the House.



NICHOLAS LONGWORTH.
Of Ohio (at right), Colonel Roosevelt's son-in-law, a game loser who was defeated by only ninety-seven votes. With him is Representative Alfred G. Allen, of Cincinnati.



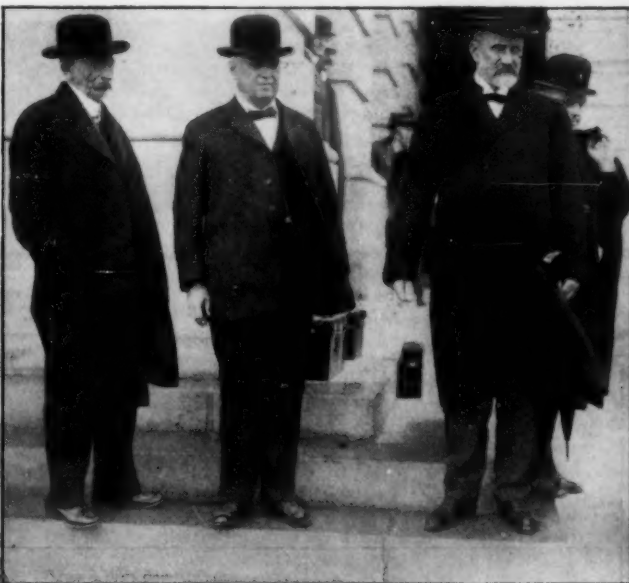
MEN WHO HAVE BEEN PROMOTED.
Left to right: Governors-elect William Sulzer, of New York, and James M. Cox, of Ohio. Both are Congressmen from their respective States.



SERENO E. PAYNE.
Representative from New York and co-author with former Senator Aldrich of the Payne-Aldrich Tariff bill. Mr. Payne has been re-elected and will probably have a busy time.



PROMINENT SOUTHERNERS.
Left to right, Representatives H. D. Stephens and S. A. Witherspoon, of Mississippi, and Senator-elect Ollie James, of Kentucky, as they entered the Capitol.



LAWMAKERS FROM DIXIE LAND.
Left to right: Representatives C. L. Bartlett, of Georgia; Stephen M. Sparkman, of Florida, and J. E. Ransdell, Senator-elect from Louisiana, on their way to the opening session.



CHAMP CLARK.
Speaker of the House, with Miss Cox (at left), daughter of Representative and Governor-elect Cox, of Ohio, and Miss Genevieve Clark, the Speaker's daughter.

PHOTO: HARRIS & EWING



THREE THOUSAND CELEBRATE THE OPENING OF THE NEW RAILROAD LINE AT TUCSON, ARIZONA.
Scene on the arrival of the first train on the El Paso and Southwestern Railway, placing Tucson on the second trans-Atlantic railroad. All the stores closed and the Chamber of Commerce gave a banquet in honor of the event.

EDITORIAL

Fair Play for President Wilson.

THE President-elect should be taken at his word. His solemn pledges to the American people, made just before his election—not once, but again and again—were to the effect that if they would elect him to the presidency he would see to it that the prosperity of the country should not be jeopardized by any policy he or his party might advocate.

Specifically, Governor Wilson said that, while the tariff surely would be revised, the revision as surely would be made in such a way as not to work hardship to any industry that was conducting itself properly and within the law. This was regarded as placing a veto in advance on any and every wild scheme of tariff-smashing. It implied a gradual, consistent and conservative reduction of tariff duties when and wherever they have been shown to be too high. It meant a fair hearing for both sides and an impartial judgment on the facts as presented.

No one can object to this policy. Such a revision will not involve a setback to prosperity. On the contrary, if promptly and carefully followed out, it will assure stable conditions in business for the next four years and lift the dark cloud of uncertainty that has stood as the only barrier to returning good times.

It may be that some of the radical element in Mr. Wilson's party will insist upon sweeping, drastic changes in our fiscal and economic policies, involving an upheaval of our industries and grave uncertainty as to our financial methods. But we believe that President Wilson can be trusted to demand that the solemn pledges on which he secured his election by the aid of hundreds of thousands of Republican votes shall be carried out faithfully.

We believe that the conservative element in the Democratic party, on which the people of this country seem to be placing more reliance than ever since the close of the Civil War, should be strong enough to sustain the President in maintaining the attitude he has pledged himself to take toward the prosperity of the American people. To this end, the merchants and manufacturers of the United States should write to the President-elect, expressing their views plainly and presenting salient facts regarding their respective lines of business which may be of value in the consideration of the question of tariff revision. It is not fair to Mr. Wilson that he should be left without the advice and suggestions of those who are familiar with the subject and whose judgment should be entitled to respectful consideration.

The President-elect is a profound student of American history. He no doubt recalls—that some of his predecessors seem to have forgotten—that, in outlining the Constitution of the thirteen United States, Pelatiah Webster, in 1783, used the following impressive words: "There is another body of men among us whose business of life and whose full and extensive intelligence, foreign and domestic, naturally make them more perfectly acquainted with the sources of our wealth, and whose particular interests are more intimately and necessarily connected with the general prosperity of the country than any other order of men in the States. I mean the merchants; and I could wish that Congress might have the benefit of that extensive and important information which this body of men are very capable of laying before them."

If the business men of this country permit the politicians to monopolize the President's attention in

this matter, it will be their own fault, for he repeatedly stated, during the campaign that has just closed, that he proposed to ask and to cordially receive the counsel and advice of all the people. Let all the people respond!

The New Amendments.

THE Legislatures of thirty-four States have ratified the proposed amendment to the Constitution to give Congress the "power to lay and collect taxes on incomes, from whatever source derived, without apportionment among the several States, and without regard to any census or enumeration." Only two more States are needed to give the amendment effect. As Delaware, Florida, Massachusetts, New Jersey, New Mexico, Pennsylvania, Vermont, Virginia, West Virginia and Wyoming are still to act finally on the proposition, it will undoubtedly get the number of affirmatives which are needed. This will figure as the Sixteenth Amendment. It will not enact an income tax, but will give Congress the power to enact one whenever it deems this course desirable. With a Democratic President and Congress just ahead for us, such an impost may be placed on the statute-book within the next two or three years and a very important source of revenue taken from the States.

A proposition for a Seventeenth Amendment to the Constitution, the election of United States Senators by the vote of the people, was submitted to the States a few months ago, and the Massachusetts and Minnesota Legislatures have ratified it. None of the other Legislatures has taken action upon it yet. Its immediate acceptance by Massachusetts by a unanimous vote was something of a surprise to most persons and shows that the idea has greater strength in the East than even its advocates imagined. The newer States took the lead in urging it and probably all of them will ratify it. The clause in the proposition which gives Congress control over the elections is objectionable to the South, but very likely most of the States of that region will, nevertheless, accept it.

Another suggestion for a constitutional amendment, that to limit a President to a single term, was favored by many members of Congress in the session which ended a few months ago. As there was a one-term plank in the Baltimore platform of 1912, possibly the Democratic Congress and President will submit this proposition to the States within two or three years. In these convulsive days, even alterations in the nation's organic law appear to be easy.

A Lesson in Tariff Smashing.

THE Democratic success in the election adds strength to every argument that has been advanced for tariff revision only after a careful study by a commission of experts.

In a letter to the American Hardware Manufacturers' Association, in session at Atlantic City, President Taft explained his veto last August of the bill to revise the metals schedule and showed the need of intelligent, non-partisan study in fixing tariff rates. The President pointed out in his veto message that iron and steel as primary products represented less than one-third the value of the subject matter covered by the schedule, that there were fifty-nine allied industries, sufficiently distinct to justify separate classification, study and report by the census bureau, and that foundry and machine-shop products which are secondary products of the iron and steel industry are made by more than thirteen thousand competing establishments, employing more than half a million wage-earners and producing nearly a billion and a quarter dollars in value of products annually.

Mr. Taft points out that none of these facts apparently were considered by the Ways and Means Committee, nor were they brought out in the discussion. There was also little logical relation in the various reductions made in this bill, reductions being made on certain articles and the duty entirely removed on others without any consideration of their close connection as parts of one industry. "I vetoed the bill which would have spelled ruin to many of you," says President Taft, in his letter to the Hardware Association, "because I was unwilling to approve legislation which vitally affected not only millions of workmen and the families dependent on them, but hundreds of millions of dollars' worth of stocks of goods in the hands of storekeepers and distributors generally, without first providing for a careful and disinterested inquiry into the conditions of the whole industry."

We can only hope that the President-elect will approach the tariff problem with a similar interest in the welfare of the workmen and the industries that depend so much on a certain measure of protection.

If the Recall Had Been Here.

WHEN, the other day, Colonel Roosevelt was saying that he favored a recall for Presidents, did he stop to think of the disruptive effects which such a scheme would have had in the past had it been in operation?

The presidential recall would have turned Van Buren out of office in 1838, in the middle of the panic of 1837-39; Pierce in 1854, in the midst of the excitement due to the repeal of the Missouri Compromise; Buchanan in 1858, at the height of the tension due to the struggle between the pro-slavery and the free-State men for control of Kansas; Grant in 1874, just before he constrained Congress to pass the specie-payment act of 1875; Harrison in 1890, just after the McKinley tariff went into effect, and Cleveland in 1894, when the Bland free-silver element of the Democratic party assumed the control of that organization which registered itself officially in the convention of 1896 which gave Bryan his first nomination. Under this plan, Hayes would have been driven from office in 1878 and Arthur in 1882.

The colonel's recall would have sent Taft, then the colonel's friend, into retirement if it had been in force in 1910. Who or what would have been benefited thereby? Let the colonel, who knows history as well as the next man, tell us what would have befallen the country if there had been a recall in 1862. In the elections of that year, when the national cause was in its darkest stage, the adverse vote of New York, Pennsylvania, Ohio, Indiana, Illinois, Wisconsin and other important States registered a lack of confidence in Lincoln and his administration.

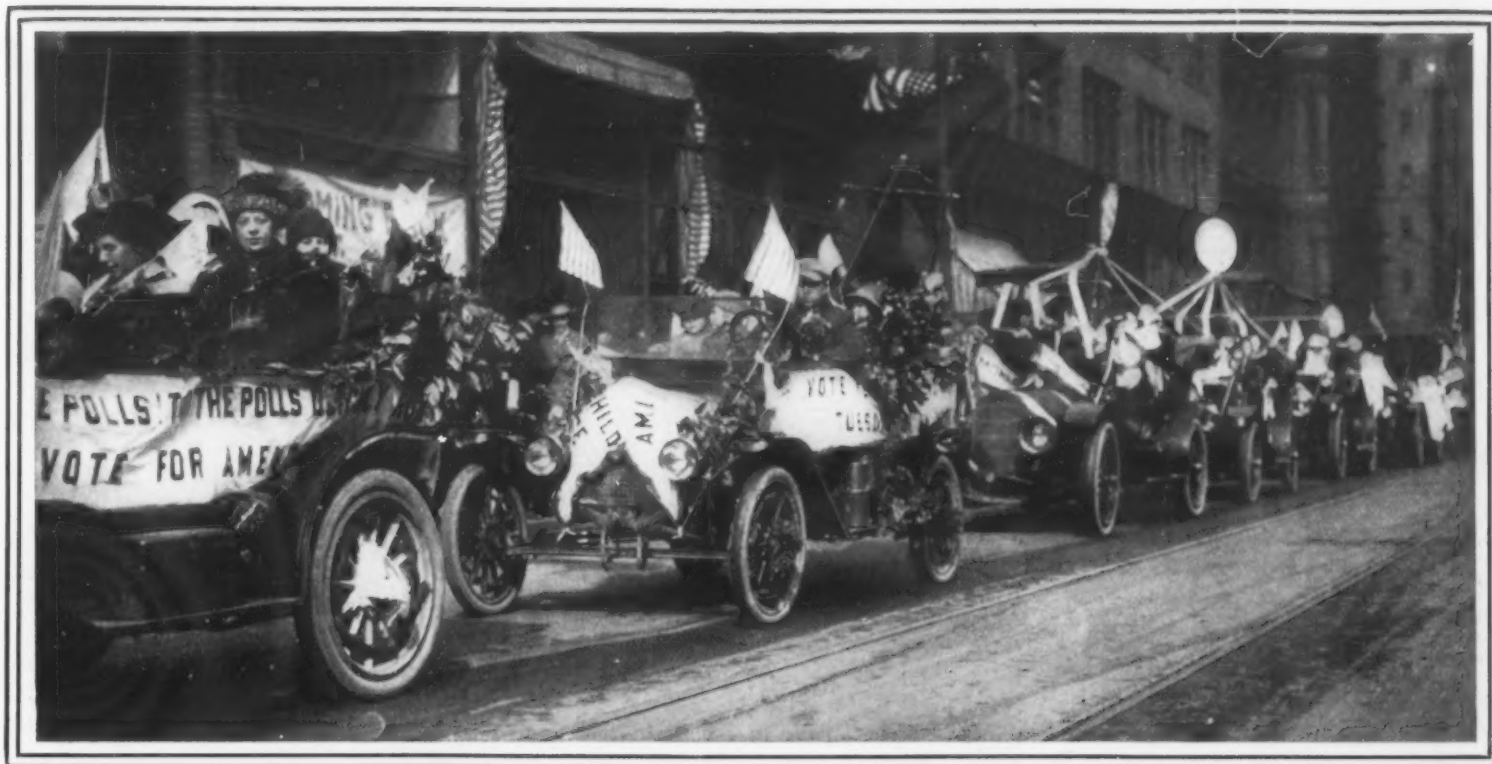
If Lincoln had been turned out at that time, as he would have been if the recall had been in effect, the Union would have been sundered, slavery would probably have remained in the seceded States to this day, two or three feeble nations would be here now instead of the one Power of 95,000,000 of people which we and the world know to-day, Louis Napoleon's dismemberment of Mexico—then under way—would be repeated by other European nations in the case of other Latin-American countries, the great republican experiment in the Western Hemisphere would have been a failure, Cuba would still be Spanish territory or be under the flag of some stronger European Power, and France, Brazil, Portugal and China, which have adopted republican institutions since 1862, would still be under monarchical rule. In these changes, which the recall would have brought, how would the cause of human liberty have been aided?

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LITTLE ONES TAKING PART IN POLITICS.

Parade of 5,000 five-year old children in automobiles at St. Louis the day before the late election. The object of the demonstration was to induce voters to cast their ballots for an amendment to the State constitution, providing that five year old children could enter the public schools of Missouri and this without increasing the school tax. This was the longest procession of automobiles only ever seen on the streets of St. Louis. The amendment referred to was defeated at the polls.

Why Wiley?

WE DO not need a chemist at the head of the Agricultural Department any more than we need an admiral at the head of the Navy Department. Friends of Dr. Harvey W. Wiley are boosting him for the position of Secretary of Agriculture in President-elect Wilson's Cabinet. The fame of Dr. Wiley was won as chief of the Bureau of Chemistry. His training and experience have all been as a chemist, though, on his own testimony in a trial case, he was not able to qualify as an expert in any department of scientific attainment. As chief chemist, Dr. Wiley succeeded in making himself a storm center and won a reputation for insubordination in the department. When his positions were overruled by Secretary Wilson and even when reversed by the committee of the Cabinet and by President Roosevelt himself, the doughty chief chemist refused to accept or abide by their decisions. If Mr. Wilson hopes to have a peaceable Cabinet, he will not call into it a man of this type.

We need, as Secretary of Agriculture, not a scientist, but a man of vision in public affairs who has demonstrated executive and administrative ability of a high order. Whatever technical scientific investigation may be needed will be done by heads of bureaus and other subordinates. It will then be up to the Secretary of Agriculture to see that the recommendations which come to him and which he approves are put into execution. This is not the work of a chemist. Governor Wilson, in discussing the controversies with reference to the Remsen board, is reported to have said, "I know from personal experience that scientists see only that which is at the end of their microscope." The ideal Secretary of Agriculture is not one who works with a microscope.

This important post calls for a man much younger than Dr. Wiley and one with a reputation for vigorous, constructive work in administration. The fact that Dr. Wiley has already served as chief chemist does not argue in his favor. If made Secretary of Agriculture, he would soon be trying to fill both positions. We would say to President-elect Wilson, Get a new man.

Christmas. Why?

NINETEEN hundred and twelve years ago, so saith the record, there was a midnight sunburst in the land of Judea and a song was sung by angels, "Glory to God in the highest, and on earth peace among men of good pleasure." From that time down to the present, there has been sunshine and song in the world. Why? A Babe was born that night in Bethlehem. But the birth of a babe was not phenomenal. One can imagine that the birth of the first babe, just outside the gate of Paradise, created a sensation in the small and exclusive circle of human society. Eve, the mother of us all, exclaimed, "I have gotten a man from the Lord." As the race grew, the novelty of a new baby lost some of its interest. But this was an unusual baby. That is why the angels sang. In the beginning the morning stars sang together and the sons of God shouted for joy over the new creation as it unfolded under the fiat of Jehovah. This Babe was the beginning of a new creation and again the angels sang.

But why do men of good-will keep on singing through the centuries? Because this Babe keeps on being born in the hearts of men of good-will, and every time He is born again there is a sunburst in the darkness of a human soul and a songburst in both earth and heaven. The angels sing because of their joy over one sinner that repenteth, and all who have received the Babe into their hearts sing in response. There is a continuous, antiphonal jubilee going on

between earth and heaven, because every moment some heart opens to let the Babe in.

This Babe is the inspiration of song. What is a song? It is not an anthem. It is not a poem. It is always poetic, but it is not necessarily poetry. It is a spontaneous expression of emotions of the highest order. It makes its own tune and flings itself out on the air because it can't help it. Songs are born in times of great revolutionary moment in the secular and religious world. The birth of Christ was the most revolutionary event in the world's history. Light and darkness clashed and light overcame darkness. When the light flashed, the song burst. Every time the light flashes, there is a new impulse to sing. Why do we sing to-day? Because the deepest, sanest yearnings of the human soul are met in the Babe of Bethlehem. This Babe exalts humanity. Human emotions are refined. Human thought is elevated. Human speech is purified. Human deeds are made divine. Human nature is quickened, readjusted and glorified.

This Babe has projected new ideas into the monotony of human thought. God is our Father; all we are brethren. This Babe came that selfishness might go. He is an omnipresent, everlasting evangel of good-will. If His name were not Jesus, we would call Him Atlas, for the government is upon His shoulders and He lifts the whole fabric of human society to the highest level and bathes it in the light of life. We live in better homes, we wear better clothes, we eat better food and live better lives and have a good hope of life eternal because of Him.

The Babe of Bethlehem is God's greatest gift to humanity; therefore we keep the festival in honor of His birth. Lift up your heads and hail Him King; open wide your hearts and welcome Him to His throne!

The Plain Truth.

THERE is no reason why LESLIE'S WEEKLY and the Herald both should not become strong Democratic papers for the next four years if the Democratic party only behaves itself.—New York Herald.

Possible! All things are possible, but all things are not probable.

DIFFERENT! A colored man in Ohio asks us, "Why do all the candidates for public office, proclaiming their friendship for the common people and posing as the defenders of popular rights, never mention that in a good part of the United States the negro is disfranchised? Are they always seeking the favor and the votes of the dear white people?" This is a question that we respectfully submit to Theodore Roosevelt and Booker Washington.

SHAME! At great expense Yale University has sent to the leading newspaper offices of the country its Directory of Living Graduates. This it has done for its own protection and in the interests of the reputation of higher education itself. E. R. Embree, alumni registrar, says that in nine cases out of ten in which crimes or misdemeanors are credited in the press with being committed by Yale graduates, the statements are without foundation. This is a serious reflection on the careless way in which newspapers are edited to-day. It may add spice to credit a crime to a graduate of any one of our leading colleges, but with the exercise of even a little care such a mistake would never be made.

HIGH PRICES! It is a good thing to remember that the high cost of living, embarrassing as it is to the family and the individual, is likewise affecting railroads and other great corporations. P. S.

Young, comptroller of the Public Service Railway Company, of Newark, N. J., thinks that corporations are worse off in this respect than the individual. As he pointed out in an address before the American Electric Railway Association, the wants of the public are constantly increasing. The business of a corporation is to satisfy the public. In the face of ever-increasing prices for its labor and material, it is compelled to meet, as best it can, the more exacting demands of its patrons. Unless they can increase their income, this means a permanent crippling of our public service corporations.

NEXT! A woman in the Cabinet! Why not? Meeting to celebrate the entrance of four new States into the woman-suffrage column, the business and professional women of Denver, Colo., launched a movement to bring about the appointment of a woman in the Cabinet of President-elect Wilson. The Denver women think they have polled a large enough vote to entitle them to such recognition. But Mr. Wilson may think certain other factors enter into Cabinet recognition. On the basis of popular votes, Colonel Roosevelt might demand a representative in the new Cabinet for the Bull Moosers, President Taft for the Republican party and even Debs for the Socialists. Cabinet making on such lines would be interesting, but not conducive to family harmony.

SENSIBLE! The commercial spirit in Christmas giving appears at its worst in the custom, obtaining in many places of business, of employees contributing for presents to heads of departments. Such presents they may neither desire nor be able to afford to give, but feel compelled to do so if they are to retain their places or to gain promotion. Indiscriminate and extravagant giving at Christmas contradicts the true spirit of the day, and when this develops into compulsory giving on the part of working people, it is time to call a halt. Mrs. August Belmont, Miss Anne Morgan and others are backing a movement to break up the practice of gifts to heads of departments or to casual friends and comparative strangers. It is meeting a ready response among working girls and will be welcomed by every one who has felt the tyranny of Christmas giving. The movement may not bode well for the stores, which have come to rely upon the tremendous increase of business at Christmas; but it will be a boon to thousands of persons of moderate means. The best interests of the largest number will be served, at the same time saving a sacred religious season from entire commercialization.

BRYCE! Great Britain was never better represented at Washington than by Ambassador James Bryce, now about to retire. As long ago as July, 1911, Mr. Bryce intimated to his government his desire to retire, since all the important questions he had come to settle had been disposed of, but was requested by the British government to remain till certain other pending matters were settled. The retirement of Mr. Bryce at this time is probably due in some measure to President Taft's decision no longer to press the general arbitration treaty with Great Britain, which, by the Senate amendments, was robbed of the vital principle of unrestricted arbitration. The original treaty was the biggest feasible proposition ever made for the settlement of international disputes. It is regrettable that Mr. Taft's administration could not have had the credit of consummating the treaty, and that Mr. Bryce was unable to round out his diplomatic career by putting his signature to it. Sir Cecil Arthur Spring-Rice, named as Mr. Bryce's successor, is favorably remembered at Washington for his long connection with the British embassy during the days of Lord Pauncefoot.



WHERE "LESLIE'S" HAS ITS HOME.
On Madison Square and Fifth Avenue, New York, our building is one of the sights for visitors.

THE MAGNITUDE of business in the United States is the surprise of all strangers. From the humblest beginnings great corporations have arisen, one after another. This has been such a common experience in this country of wonderful growth that it no longer creates comment. Fifty-seven years ago this week Frank Leslie established LESLIE'S WEEKLY with only his brains. From a very humble beginning it has risen to a business of great magnitude. Last year the business of the Leslie-Judge Company reached an aggregate of more than \$2,000,000.

The home office is at 225 Fifth Avenue, New York, known the world over as Madison Square. Visitors who enter this office think this is large enough for one publishing house; they are much surprised when we tell them that this is only the main office and that all the twenty branch offices have to make daily reports to it.

The New York subscription department is in a separate building, opposite Madison Square Garden. Even this office makes its daily report to the main office on Fifth Avenue.

In 1907 the property was completely reorganized and passed into control of its present proprietor, manager and editor, John A. Sleicher. The circulation of LESLIE'S then was 86,300—to-day it is 380,000. When he took the helm, *Judge* could boast of only 38,300, but now it prints each week 125,000 copies.

From the very first year of its existence, LESLIE'S has grown and progressed. It has seen many magazines come and go; many spring up in a night and flourish for a day, but are gone by the end of the season. LESLIE'S has gone straight ahead, slowly, surely, sanely, until it is now the oldest illustrated weekly in the United States.

One of our Western friends came into our office the other day and we showed him around. Through department after department we conducted him. "Gracious!" he exclaimed. "I always thought of a magazine as being on the top floor somewhere, with half a dozen people writing away at desks as hard as they could, and an office-boy over in the corner sending back manuscripts. I had no idea LESLIE'S was half so large."

This is the attitude all our friends take when they come to call on us. A big weekly is like an iceberg—you can see only one-eighth of it. What the public sees is only a small part of the whole concern; the paper that comes to you looks simple, but under it and out of sight is all the machinery that it takes to produce 400,000 copies every seven days.

The handling of the mail is a big problem. A special messenger is sent after the mail every morning, before the office really opens; the mail clerks begin on it and have it ready to distribute a few minutes after the heads of the departments arrive. The day and hour of arrival of each business letter is recorded by a stamping machine. Years afterward we can turn to our old letters and find the very hour of the day they came into our office. It takes eight people to open and handle the mail.

A busier office would be hard to find than the editorial office. Each member of it is a specialist and an expert in his own work. So well trained and so smoothly does the machinery of this department run that the members may work for half a day at a time without speaking to each other. They are per-

Leslie's 57 Years Young

fect cogs in a perfect machine. The members are: Managing editor, Theodore Williams; associate editors, Charlton B. Strayer, Homer Croy, Edith Townsend Kaufmann and Daisy Dawson Hills.

Working elbow to elbow with the editorial department is the art department, equally efficient, managed by W. Martin Johnson and his assistant, Frederick P. Rohver. Hundreds of photographs are received each week from all over the world, and from among these the art editor and his assistant must select the best ones and then determine the size in which they will appear in the magazine. They select the covers

tween 700 and 800 men start out to write up subscriptions each and every morning, going from office to office and from store to store. The men are highly trained and are as capable as life-insurance salesmen; keen, energetic business men—every one a live wire.

A record, with the money of each subscription, is sent to the home office weekly. It takes a small regiment of girls to enter and classify all these sales, to keep track of just when each subscription expires and to make all the changes of addresses that are necessary. Entering new subscribers and taking off expired subscriptions keep forty girls busy all the time.



A CORNER OF "LESLIE'S" OFFICE.
"Every member of the staff is a perfect cog in a perfect machine."

for LESLIE'S and are responsible for the attractive appearance of the publication.

A keener, better trained organization of men could not be found than the men in the advertising department, under direction of Allan C. Hoffman. Associated with him are: W. Powell Bradburn, H. A.

LESLIE'S gives employment to 2,000 people.

The Cottrell presses on which the weekly is printed are the finest in the land—great, huge machines that are as accurate as a die. They can print a cover in three colors and make each magazine as beautiful as though the artist had made it himself. When you go into the pressroom, there is such a rumbling and noise that you have to shout at the top of your voice to make yourself heard. The LESLIE presses never stop. The special folders and binders that put the pages together are the best that money can buy.

Recently the head of the Omaha subscription department came into the home office and stood studying the staff as the different members went about their work. "This is lots bigger than I thought it was!" he exclaimed. "I didn't realize out in Omaha what a big establishment the Leslie-Judge concern is. I don't see how all the people fit in and dovetail together."

It was explained to him that it was system that made it possible and that each employee was a cog in the big L-J wheel.

The Leslie-Judge organization extends from coast to coast and from Canada to Panama and into the Philippines. It has subscribers in every country in the world.

The home office from which all this emanates is at Fifth Avenue and Twenty-sixth Street. It is the only publishing house in the heart of Fifth Avenue. The offices are very simple. There is no mahogany or damask curtains, nor deep rugs on the floor. Everything is simplicity and business. There is an atmosphere around the office found in too few editorial houses—a feeling of pleasantness and good-will. There is no bickering back and forth and petty tricks. It is one big family, all pulling toward a bigger and better LESLIE'S. "The Chief" (as the staff calls John A. Sleicher) is democratic to his bones; the office-boy has as ready a hearing as the head of the advertising department.



A JOLLY DINNER IN HONOR OF "THE CHIEF."
Given by the Advertising Department, July 1, 1912, to Dr. John A. Sleicher, President of the Leslie-Judge Company. Some of the men were made up to take different parts. Frank Leslie is represented by the old man on the right, with the long hair and beard. "The Chief" is the man, smiling, sitting next to him.

Kibbe, R. H. Davis, Augustus Henry Payne, J. W. Davidson, E. V. Hevey, E. Paulson. In the Western office, in the Marquette Building, Chicago, are: Charles B. Nichols, manager; P. F. Buckley, C. C. Bronson; and in the Old South Building, Boston, Mass., is H. M. Beach, New England representative. Advertising men are clever these days and our advertising department is not afraid of competition. This same high grade of efficiency runs through all the various departments—subscription, collection, premium, bookkeeping, picture selling and so on.

The automobile department and "motorist's column" are under the direction of Harold Whiting Slauson, M. E., graduate of the engineering department of Cornell University. He is an expert in automobile engineering and gladly answers free of charge all letters of inquiry through the "motorist's column" every other week.

Gathering subscriptions is the biggest job, of course. It is headed by Reuben P. Sleicher, and working with him are A. E. Rollauer, W. J. Meagher and E. W. Carscallen. The head of the subscription department is a general. He has a small-sized army reporting to him. He has a lieutenant in nearly every large city in the country, who makes daily reports to him, and from his own office on Fifth Avenue he commands their next move. He has twenty principal offices for taking subscriptions to LESLIE'S, and, in addition, thirty-one more smaller branch offices.

Each working morning of the week this small army starts out to gather subscriptions. In all, be-



"LESLIE'S" OLDEST EMPLOYEE.

Edward Cook, who has been with "Leslie's" for forty-six years. For twenty years he has been in charge of the typographical department.



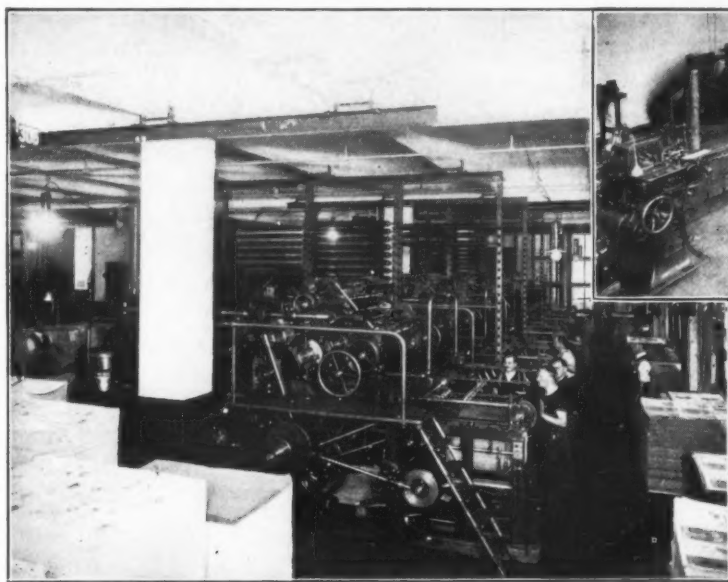
WHERE "LESLIE'S" IS PRINTED.
The Schweinler Press, from which nearly 400,000 copies of "Leslie's Weekly" are delivered every week.



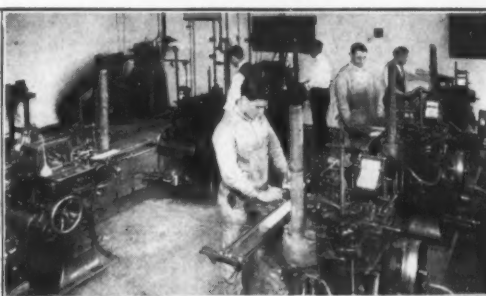
A MODERN GUTENBERG.
Mr. Charles Schweinler, the printer of "Leslie's Weekly."



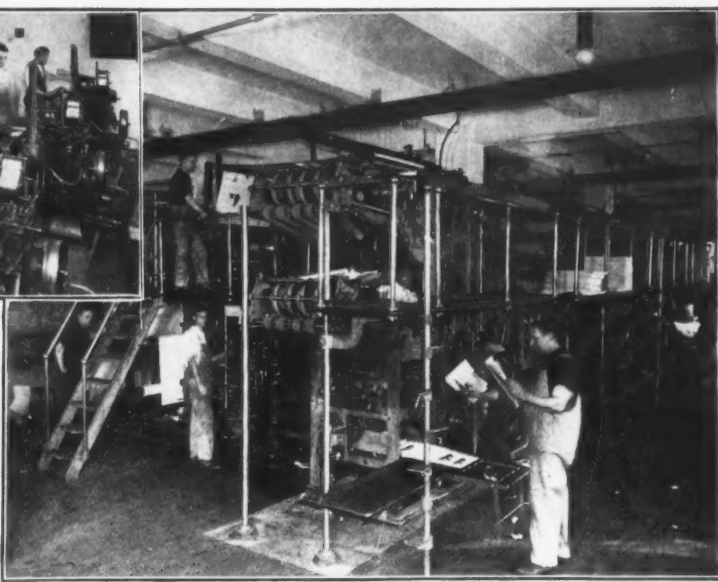
WHERE SOME HAND WORK IS DONE.
Composing room showing the excellent facilities for setting "Leslie's Weekly."



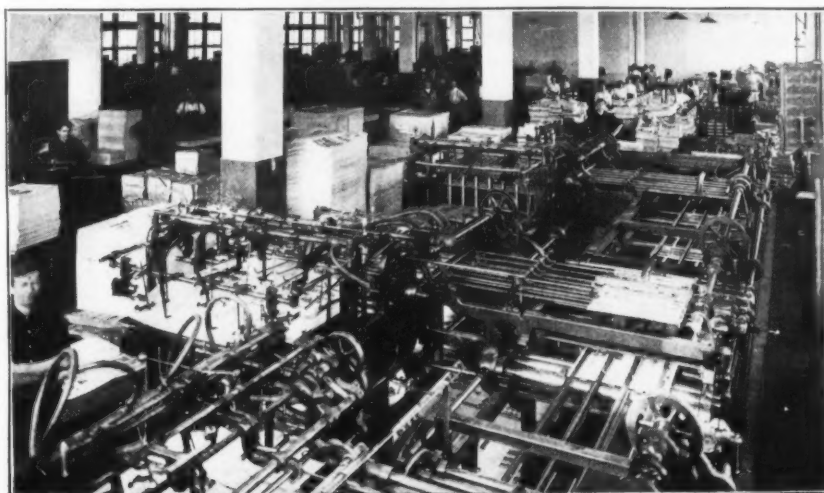
SOMETHING GUTENBERG NEVER DREAMED OF.
The Cottrell multi-color rotary presses on which "Leslie's Weekly" covers are printed under the new process.



TYPESETTING
MADE EASY.
A corner of the composing room, showing the Lanston monotype machines.



THE FINEST THAT MONEY CAN BUY.
Press room where "Leslie's Weekly" is printed day and night, every day in the year, except Sundays.



BETTER THAN HUMAN HANDS.
"Leslie's Weekly" bindery, showing the new Dexter combination folders, where 75,000 copies of "Leslie's Weekly" are bound daily.



PUTTING "LESLIE'S" IN MAIL BAGS.
Mailing department from which over ten truck loads of "Leslie's Weekly" are delivered every twenty-four hours.

LESLIE'S has always stood for enterprise and energy. When the Civil War broke out, LESLIE'S sent twelve correspondents and artists to the front to cover it. Even in this day of big journalism, it is considered a startlingly large number. When Frank Leslie died, in 1880, Mrs. Leslie became editor and soon was famous the world around. A few weeks after she had come into power, President Garfield was assassinated. The presses were turning off the week's run when the startling word came in. To the consternation of her assistants, she ordered the presses stopped, regardless of the loss, and all the latest news rushed through. By working at a high rate of speed and doing some clever manipulating, she was out on the news-stands three days ahead of any other publication. Three issues a week were turned off during the early illness of the President. Fifty thousand dollars was made by this move.

Steadily from the very first LESLIE'S has gone on advancing, pleading the policy of sanity and square dealing, never running after false gods, never led astray by quacks with some remedy to cure all social ills, sticking by the old ship Conservatism. The policy has paid, and we rejoice that we have kept our readers in this country of radicals and fully believe that even greater achievements lie ahead. Its creed is:

"We believe in the prosperity of the country and that the highest duty of a periodical is to strive to secure it for all.

"We believe that the worst enemies of American prosperity are the selfish demagogue and the self-seeking muck-raker to whom everything is wrong and who will not see that anything is right.

"We believe in unceasing championship of every institution which makes for the public welfare.

"We believe in unflinching advocacy of every reform necessary to the advancement of human progress.

"We believe that the world's merchants and manufacturers prefer editorial constructiveness to muck-raking destructiveness.

"We believe that an illustrated weekly newspaper should hold the mirror up to the world's news. This has been the mission of LESLIE'S WEEKLY for more than half a century and will continue to be its mission for all time.

"We believe that the men who build up, whether in humble or exalted station, are worthy of praise and that the men who pull down are deserving of censure.

"We believe that a periodical that drops its responsibility after reporting an event neglects half its duty. If it tears down for the sport of seeing the dust fly, it clouds the atmosphere and ruins good work, while he who builds anew or seeks to strengthen a weak structure performs a real service.

"We believe that to-day is better than yesterday and we shall try to make to-morrow better than to-day; and, finally,

"We believe in our motto, 'In God We Trust.'"

Following is a list of sub-branch offices of Leslie-Judge Company:

Albany, N. Y.	68 Volckert Bldg.	E. B. Lunn
Syracuse, N. Y.	48 Weiting Block	L. Prowda
Rochester, N. Y.	611 Livingston Bldg.	
Buffalo, N. Y.	49 Chapin Block	
Pittsburgh, Pa.	5101 Jenkins Arcade	E. V. Stager
Davenport, Ia.	23 N. Putnam Bldg.	
Columbus, Ohio	311 Union Nat. Bank Bldg.	
Dayton, Ohio	R 306 Candy Bldg.	
Indianapolis, Ind.	622 Majestic Bldg.	
Chattanooga, Tenn.	402 Temple Court	

Memphis, Tenn.
Nashville, Tenn.
Little Rock, Ark.
Toledo, Ohio
Butte, Mont.
Duluth, Minn.
Winnipeg, Manitoba
Denver, Colo.
Salt Lake City, Utah
Baltimore, Md.
Springfield, Mass.
Cleveland, Ohio
Chicago, Ill.
Cincinnati, Ohio
St. Louis, Mo.
Detroit, Mich.
Kansas City, Mo.
St. Paul, Minn.
Omaha, Neb.
Milwaukee, Wis.
New York, N. Y.
Philadelphia, Pa.
Boston, Mass.
Atlanta, Ga.
New Orleans, La.
Seattle, Wash.
Dallas, Texas
San Francisco, Cal.
Newark, N. J.
Louisville, Ky.
Washington, D. C.
Providence, R. I.
Spokane, Wash.
Portland, Ore.
Tacoma, Wash.
Victoria, B. C.
Vancouver, B. C.
Calgary, Alberta
Houston, Texas
Los Angeles, Cal.
Scranton, Pa.

52 Southern Ex. Bldg.
305 Cole Bldg.
126 Fulk Bldg.
64 Produce Exchange
133 West Broadway
312-3 Temple Bldg.
249½ Notre Dame Ave.
311 Kittridge Bldg.
Merc. Annex
306 Hoffman Bldg.
R 214 Bridge St.
605 Sweetland Bldg.
440 So. Dearborn St.
98 Perin Bldg.
500 Benoist Bldg.
R 46 University Bldg.
407-9 Kemper Bldg.
680 Shubert Bldg.
216 Karbach Block
501 Watkins Bldg.
31-3 East 27th St.
605 Lippincott Bldg.
170 Summer St.
622 Austell Bldg.
624 Gravier St.
624 Pacific Block
300 Gaston Bldg.
549 Pacific Bldg.
828 Broad St.
211 Commercial Bldg.
Jenifer Bldg. 217 Java
R 532 Howard Bldg.
31 Ziegler Block
617 Worcester Bldg.
California Bldg.
R 9 Promies Bldg.
57 Hutchinson Bldg.
22 Linsan Block
107½ Main St.
201 Amer. Bank Bldg.
307 Coal Exchange Bldg.

M. J. Griffin
W. H. Bloomer
S. P. Magee
H. H. Stern
E. D. R. Browne
P. J. Hooker
J. B. Nichols
P. K. Somerville
J. L. Niederst
L. Nuernberg
W. J. Meagher
E. J. Elliott
J. C. Dexter
D. L. Salzman
F. P. Lucia
C. E. Foskett
Victor Lucia
M. F. Campion
W. Miller
W. E. Jarboe

J. R. Andrew

The Old Fan Says:

"Baseball is the only sport that holds the fans' interest the whole year round"

By ED A. GOEWEY. Illustrated by "ZIM"



"WHERE have you been most of the time since election?" asked the clerk of the cigar stand, as the Old Fan sauntered in, carefully laid his new overcoat over the back of a chair and made signs for the longest and blackest cigar in the house.

"Oh, just away on a few little trips," replied the ancient baseball dopester. "Elections always

get on my nerves, because there's too much talk and too little action, and so I took a flyer or two around the circle to pick up the latest gossip regarding our great national pastime. We have the annual league meetings to think of; then will come the trades, next the spring practice, and almost before you realize that the season of 1912 is a thing of the past, that of 1913 will be upon us. That's what makes the sport so interesting. During the few weeks of cold-weather resting and recuperation for the players, there is always something interesting going on, and the fans are given no opportunity to lose interest. With such an unusual number of clubs out after new managers, so many owners anxious to exchange players in the hope of strengthening their forces preparatory to next year's battles, the annual elections and the promised clash between the big leagues and the players' organization, baseball will furnish some red-hot news right up to the day when we usher in the season of 1913 with bands and appropriate ceremonies.

"Hank O'Day has resigned the management of the Cincinnati club. Whether the resignation was or was not requested is a secret known only, probably, to the ex-umpire and the officials of the Reds. That Hank will resume his job as an indicator holder in the National League is doubtful. He was not on particularly friendly terms with some players in that organization, as any of McGraw's Giants can tell you, and if he again became an umpire, after his rather unfortunate experience with the Porktown club, his lot would not be a particularly happy one. In some of the wordy wars that would be sure to arise over his decisions, he might be reminded of things that would hurt. This will likely be the last time for many moons that any club owner will try the experiment of making a manager out of a judge of baseball play, no matter how cleverly the umpire may have worked behind the catchers. It's one thing to know the



Will she think about it?

of their contracts, and the fear of the organization to go into the courts or to openly publish what goes on at its meetings are gathering clouds that must either be swept away or the fans will become disgusted. On the other hand, the American League is a big, strong, businesslike organization, free from internal dissensions and mud-slinging members, and is respected by every lover of baseball in the land. The National is still cherished for what it has been, even if some of the fans do believe that it is a weakling compared with its younger rival. But this state of affairs cannot continue forever. If a majority of the older league club owners honestly feel that everything they have done will bear open inspection, let them come out boldly and make a fight publicly against any man or men who threaten the future of baseball.

"There never was a true sporting man yet that didn't and won't respect anybody who is on the level. If it is proved that one man's money controls the Chicago and Philadelphia National League clubs, let the owners of the other six teams get together and insist to the limit that such a financial settlement shall be made as will eliminate him from one or the other. Great guns! Do you suppose Ban Johnson would permit the American League to be the tub in which all of baseball's dirty linen is washed? Well, hardly!

"Rumors also have it that Roger Bresnahan will make some settlement with the Cardinals concerning the unexpired portion of his contract, and that next season he will be found with the Pittsburgh Pirates, acting as Manager Fred Clarke's right bower, coaching the young pitchers and taking his turn behind the plate when necessary. Roger would probably be more contented on a first-class team like the Pirates, and he certainly would be a great help to them next spring when they start after the Giants' scalp and the National League championship.

"Harry Wolverton has recently had to join the constantly increasing ranks of ex-managers of the New York American League club. If they come and go as rapidly in the next few seasons as in the past, there will soon be enough of them to form a little league of their own. The Highlanders seem to be the hoodoo of the organization they have so feebly represented for years. Located in the best baseball town in the world, they rarely get anywhere that gives the New York fans satisfaction and are more often spoken of in jest than otherwise. Some day this club may, like the Senators, find itself, but it is



In Phillie.

certainly taking its time about making the sporting world sit up and take notice. If a man like Frank Chance were placed in charge of this team and not interfered with, he might make it a winner. Clarke Griffith, one of those who once upon a time kept the milk bottles warm for the Farrell prodigies, has shown by his management of the Washington team what he is capable of doing when left to follow his own ideas and with no pampered and petted men on the team, ready to desert their club when displeased or corrected.

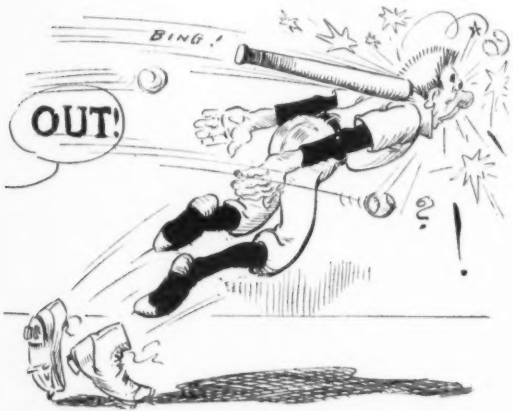
"There is no doubt that Owner Farrell, of the Highlanders, would like to have Chance manage his team next season, and it is stated that he has offered the former mighty general of the Cubs the tidy little sum of \$18,000 per year for five years and a percentage of the gate receipts if he can take hold of the job. Wouldn't the New York fans be happy with McGraw at the head of the Giants and Chance leading the Highlanders? Well, I guess so!

"A recent story in the newspapers accredits Manager Dooen, of the Quakers, with a statement that he would not care to have Bresnahan and Chance on his team and with saying, 'Chance is through and Bresnahan has too much weight. If I could get them in the same shape they were in a few years ago, I'd grab them. But has-beens are has-beens in the baseball world, the same as in any sport.' If Dooen made this crack, it's in mighty poor taste. Give almost any manager, owner or fan a choice to-day between Dooen and Chance, and see which will be selected. Think over what Chance has done within the past two seasons with the Cubs and what Dooen has accomplished in Philadelphia—and which of them do you think deserves most the title of has-been? If Chance manages any club in baseball next year, you take a tip from me, George, and wager that his outfit will make the showing of the Quakers look sad by comparison.

"The latest wireless from St. Louis has it that Miller Huggins will be the Cardinals' manager next year, but that he has promised that he will make no trades nor deals without consulting Mrs. Britton, owner of the outfit. Oh, my! But isn't Miller going to have a perfectly lovely time? However, if the club really is going to be run on such new and original lines, why not go a bit further and make the outfit a good joke. For instance, the players might be sprayed with toilet water before going on the field, compelled to wear roses on their manly bosoms during the games and provided with tea

and lady fingers after the fifth inning daily. Oh, poor old St. Louis! You've provided about the funniest things in baseball since the days of Chris Von der Ahe. Some day about five of the club owners in the National League may decide, for the sake of the sport and their financial welfare, to jump over to the American and form one big, generally admired and thoroughly businesslike baseball organization. This may seem like

(Continued on page 620.)

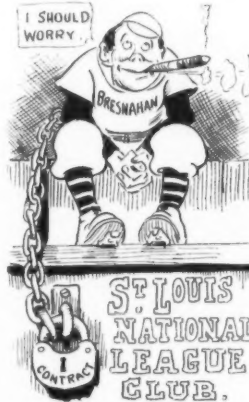


What will happen to many of the once successful managers before the winter is over.

strength and weaknesses of all the clubs in a league, and quite another to turn that knowledge to such an advantage as to make a pretty good club a pennant contender.

"Right now, George, it looks as if the troubles of President Murphy, of the Cubs, with his former manager, Frank Chance, would be continued; for when it was reported recently that he had been transferred to Cincinnati by President Murphy, he is quoted as saying that he believed that Murphy got much more than \$1,500 for his release and that he wanted to get every cent Herrmann paid for him. Chance said he wanted \$20,000 before he went to the Reds. Chance also declared that the deal was a scheme of Charles Murphy to 'double-cross' Joe Tinker, who had hopes of obtaining his release so that he could join the Redland forces as manager.

"According to a recent newspaper report, Joe is



Still on the fence.



Trouble ahead.

Some of New York's New Plays

By JOHN ALBERT



"THE SUN DODGERS."
George W. Monroe and Harry Fisher in Lew Fields's new musical production at the Broadway Theater.



SCENE FROM THE NEW AUGUSTUS THOMAS COMEDY.
Clifford Bruce, Helen Orr Daly and Orlando Daly in "Mere Man," which opened lately at the Harris Theater.



FOUR SMILING BEAUTIES OF THE "ROLY POLY" CAST.
Left to right: Helen Neilson, Inez Borrera, Gertrude Rutland and Louise Wilson in the new comedy at Weber & Fields's Music Hall, the cast of which includes such prominent theatrical lights as Arthur Aylsworth, Helena Collier Garrick, Jack Norworth, Frank Daniels, Marie Dressler, Joe Weber, Lew Fields, Nora Bayes and Bessie Clayton.



POLICE METHODS FROM "WITHIN THE LAW."
The "third degree" scene from Bayard Veiller's melodramatic comedy at the Eltinge Theater. Florence Nash, the ingenue comedienne, scores highly in this scene.



COLLIER AT HIS OWN THEATER.
William Collier and Paula Marr in the laughter-provoking, three-act comedy, "Never Say Die," in which junior Collier is attracting his own share of attention.

WEBER AND FIELDS.—The opening of a new theater in New York is an event of interest. It is particularly so when it represents the success of popular favorites. It is not surprising, therefore, that Weber and Fields's opening night in their new music hall, on Forty-fourth Street, west of Broadway, in "Roly Poly," a musical play in two acts, and "Within the Law," a burlesque in three scenes, brought together an enthusiastic crowd. "Roly Poly" is a hodge-podge of music, dancing, singing and slugging. Its success not only centers around Weber and Fields in their old-fashioned, boisterous fun making, but it is due not a little to the effervescence and good-nature of Marie Dressler and to the variety hall touch which Nora Bayes and Jack Norworth lend to the performance. Frank Daniels is as quaint and original as ever, while Bessie Clayton leads the ballet in the spirited dancing which adds not a little to the success of the performance. The stage settings are gorgeous, the music is lively and the entertainment sparkles with spangles.

"WITHIN THE LAW."—There's an old adage

that it takes brains to make a crook. At least, it does to make a crook so clever that he can evade capture. Bayard Veiller doesn't leave you in doubt on that score in the four-act melodramatic comedy, "Within the Law," at the Eltinge Theater. Mary Turner, a salesgirl at Edward Gilder's emporium, is falsely accused, arrested, convicted and sentenced to three years in prison for stealing store goods. Before her sentence begins, she gives you the first of a series of thrills. Jane Cowl excellently portrays a prison-harrowed, hysterical girl pleading the cause of the underpaid shop girl. After serving her sentence, in which she made full use of spare time to study the law, she is found heading a group of worshipful crooks, whom she teaches to do their black-mailing and swindling in a legal way, so as always to keep "within the law." Her deepest scheme is to entrap Edward Gilder's son Richard into marrying her. She succeeds. Meanwhile, the police are working to catch the woman, who tricks them at every turn by legal right, and they don't stop at "railroading" her, either. Crooks, legalized crime, police and

police methods and thrills make up a play on the whole well acted. William B. Mack as Joe Garson gave an excellent interpretation of an unpleasant role; Orme Caldera as the dry-goods man's son and the credulity-taxing hero who believes in his wife's innocence despite all proofs until she confesses, Dodson Mitchell as blustery Edward Gilder, and Wilton Taylor as Inspector Burke all do good work. Florence Nash as the ingenue comedienne has left her mark of cleverness on New York audiences and will be looked for hereafter.

"NEVER SAY DIE."—The mannerisms of successful actors and actresses are widely recognized. Unless they are particularly brilliant, versatile and gifted, their mannerisms appear, no matter what parts they may play. William Collier, in "Never Say Die," at the Forty-eighth Street Theater, is the same quick-spoken, low-voiced, sad-visaged William that he has been and always will be; but the new play fits him to a dot. It is light, but not frothy. It sparkles with bright lines. They are bright because

(Continued on page 627.)

Prosperity's Reign in West and South

EDITOR'S NOTE:—The editor of "Leslie's Weekly" sent a letter to the Governors of the different States, asking each to write on the general conditions of his own State and tell frankly and honestly how affairs were going in his section. The answers are wonderfully interesting. The first three replies were printed in a recent issue and two more are given on this page. Additional responses are to appear in future issues. They all join in the opinion that conditions never before looked so promising. The articles will give a bird's-eye view of the whole country that will be an inspiration to every reader.

Montana Busy and Prosperous

By GOVERNOR EDWIN L. NORRIS

NEVER in the history of Montana has the State been so prosperous as to-day—prosperous in the biggest, broadest and best sense of that term. The registration for the November, 1912, election disclosed the gratifying fact that the population of the State has increased forty per cent. since the last census. That increase has been largely among the farming class, and therefore is of the most stable and permanent sort. A larger area of land is under cultivation than has ever been known in this State, and the fall crops already sown and the preparations being made for spring crops are sufficient to warrant the prediction that the volume of farm products next year will be greatly in excess of this year's heavy total. Our mines are being operated with full forces and with the maximum production, and the metals are commanding good prices.

The live-stock industry of Montana, always an important factor in the business of the State, is in good condition, the price of cattle at the highest point, and sheep and wool are bringing fair prices. The total number of cattle and sheep in the State is not so large as it was a few years ago, this being due to the breaking up of the great ranges that in years past furnished feeding grounds for the millions of head of live stock. But the returns from the holdings of this stock are as large as ever, for the reason that the breed of cattle and sheep is being constantly improved and the herds are receiving closer attention at the hands of the owners. The transition in the industry has operated to reduce the one-time immense herds that were held by a few large concerns and to increase the number of bands in the hands of smaller operators, thus distributing the benefits over a wider area.

Since 1907 there has been a dullness in the lumber industry; but this year, with prices at a fairer level, there has been a notable improvement and all of our mills are in full operation. In an educational way Montana is maintaining the standard which she long ago set for herself, and there is the greatest interest



EDWIN L. NORRIS, GOVERNOR OF MONTANA.

on the part of the people and the lawmakers to see that the children of the State are given the very best opportunities for securing a liberal education. Consequently her graded schools, high schools and colleges are in a flourishing condition.

A significant thing, and one that points strongly to the permanence of Montana's growth, is the activity on the part of the railroads that now traverse or are soon to enter the borders of the State. The Great Northern is pushing the construction of a short line that will add about five hundred miles to its trackage here. The Chicago, Milwaukee and Puget Sound is adding from three hundred to five hundred miles to its recently completed main line. The "Soo" system has announced its intention to enter the State, and

this will add from three hundred to four hundred miles of trunk line to Montana's total. All of the transcontinental systems operating in the State are building branches to act as feeders for their trunk lines, reaching out into the new farming communities that are springing up in every section and demanding transportation facilities. In fact, the activity in this particular affords good ground for the assertion that there is no State in the Union where there is so great a railroad mileage under construction and in contemplation as in Montana.

There are many large reclamation enterprises under way in Montana, at the hands of the Federal government, the State and private individuals, and the completion of these will add more than a million acres to the irrigated area of the State. The cultivation by the dry-farming method of the "benches" that until recent years were considered worthless except for grazing purposes has passed out of the experimental stage, and the success achieved by the dry-land farmer has added an immense area to the arable lands of the commonwealth. Montana has as much rich agricultural land as Ohio and Illinois. Add to this resource the products of the mines, mills and kindred industries, its millions of acres of rolling lands upon which stock can be grazed, and it must be admitted that there is no State in the Union more favorably conditioned in this particular than Montana. This fact is becoming known throughout the country and settlers and capitalists are coming into the State in large numbers to find homes and a place for profitable investment.

In every line of endeavor the State is busy and prosperous. We know Montana and her resources. Her mines will continue their output, her live-stock industry will continue to keep her in the front rank in this regard, and the volume of her farm products will largely increase with each succeeding year. And for the reasons outlined, Montana faces the future in absolute confidence, secure in the knowledge that a State so wonderfully rich in resources must ultimately come into her own.

Good Times in Florida

By GOVERNOR ALBERT W. GILCHRIST

FLORIDA extends through fully five hundred miles of latitude and has twelve hundred miles of water front. It is bounded on the west and south by the Gulf of Mexico and on the east by the Gulf Stream. Owing to the peculiar shape of Florida, the Gulf Stream is formed. If there were no Florida, there would be no Gulf Stream. The State is now sending out the Gulf Stream of its various products to all parts of the United States. It is a great mineral State, producing half of the phosphate of the United States and one-third of that of the world. Fuller's earth is mined in various portions of the State. Fine clay for porcelain is also mined. It is a great naval stores and lumber-producing State. It is one of the most healthful States in the Union, the death rate being less than that of any other State and of any country in Europe.

Our climate is a great asset. Due to it, thousands of people visit Florida as tourists and thousands of people come here to make their homes. The benefit of the climate in extending the lives of worthy men and women ten, fifteen or twenty years cannot be estimated.

In many of the Western States, in particular, much attention is given to irrigation. Through its rivers and lakes, Florida is undoubtedly the best watered State in all the Union. Artesian water may be found in most portions of Florida. Irrigation can be cheaply done. However, irrigation is rarely used.

Though not a corn-producing State, in several counties in Florida from sixty to seventy bushels of corn per acre have been raised. A bale of cotton to the acre is often raised. Florida raises fully one-third of all the sea-island cotton produced in the United States. Florida peavine and beggar-week hay—two or three tons per acre—is now regarded as good hay as can be produced anywhere in the world. Our people largely specialize. In one county fully five thousand acres are planted in paper-shell pecans. In other sections strawberries are raised almost exclusively, from eight hundred to one thousand quarts per acre. In one community Irish potatoes are raised; in others train-loads of celery; in others tomatoes, egg plant, beans and other vegetables. In more southern portions of the State, tropical and semi-tropical fruits are grown extensively. Last year, over one of the several trunk lines of railroads in



ALBERT W. GILCHRIST, GOVERNOR OF FLORIDA.

Florida, 28,000 car-loads of fruits, vegetables and melons were shipped. We grow cane from which from five hundred to one thousand gallons of syrup are produced to the acre.

The rays of our warm winter sun are concentrated in, and the dewdrops are crystallized in, these fruits and vegetables. They are shipped to various parts of our common country, gladdening the hearts of our far-away brothers and making life worth living to them.

Cattle, sheep, poultry, horticulture and agriculture flourish throughout the State. Manufacturing and mining and the fisheries of the State are rapidly developing. The manufactured products of the State represent fully eighty-seven dollars per capita. Our soil produces as much per acre of products to which it is suited as does any State in the Union.

Our State is being settled with good citizens. According to the census of 1910, the rate of increase in our population was 42.2 per cent., being double the 21.1 per cent. of the nation at large. "Every little

movement has a meaning all its own." It appears that people are beginning to know a good thing when they see it. There are fully thirty-five hundred miles of improved hard roads in Florida. Churches and schoolhouses are increasing. Illiteracy is decreasing.

Florida is the most prosperous State in the Union. Its population is more national than that of any other State. All worthy people receive a hearty welcome in Florida. So much good could be said of Florida that, if I tried to tell it all, it would take from now until the last reverberating echoes of Gabriel's horn.

The Canal and the Critics.

THE European idea of America is almost comic. They think that this country is the home of catastrophe; they like to believe that each day sees a wholesale slaughter of innocents. They pet themselves into believing that an American citizen takes his life in his hand every morning when he starts to work. On top of this, they accuse American newspapers of covering up the accidents.

One of the unfairest papers of all is *Le Matin*, an influential French daily. Just now it is vigorously trying to discredit the Panama Canal by shouting out that the accidents there are being covered up, and it goes on to say at length that the American press had nothing to say about a landslide in Culebra Cut in August. This is grossly unfair to the press of the United States, for the story was carried in full—even though it was not very serious—and *LESLIE'S* of September 19th, this year, had a photograph showing the extent of the damage. Naturally small landslides have handicapped the work, and each time there has been one of consequence *LESLIE'S* has taken it up in full and the daily papers have carried it in their dispatches.

The backsets in building the canal have been surprisingly small. The building of the canal is the most successful engineering feat ever performed and to Colonel Goethals the credit is due of making it the eighth modern wonder of the world—this in spite of the unwarranted attacks of continental publications. And on top of this, it must be remembered that the canal will be finished ahead of scheduled time.

However, one should remember it is much easier to criticize than to construct.

People Talked About



THOMAS W. DAVIS.
Of Peoria, Ill., who, although 84 years old, still rides a bicycle daily. He was 60 years old before he rode a wheel, and in the 24 years since he has covered 140,000 miles.



PICKING COTTON TO BUILD A CHURCH.
Many a church finds it difficult to meet its financial obligations, and money-raising methods resorted to by different societies of the church are sometimes unique and entertaining. Local conditions often suggest the method. In Dardanelle, Arkansas, the Ladies' Aid Society of the Presbyterian Church added a goodly sum to the church exchequer by the healthful and pleasant task of picking cotton.



MISS ALICE S. WELLS.
Said to be the only policewoman in the world, is on the Los Angeles police force as a regular. She has been touring the United States gathering information on prisons for women in the large cities.



MADAME SLAVO GROUITCH.
Wife of the Servian Minister to London, who came to this country to raise money for the Servian Red Cross, to be used in the work connected with the Balkan War. She was formerly Miss Mabel Dunlop, of West Virginia.



BISHOP W. C. DOANE.
Head of the Protestant Episcopal Diocese of Albany, who recently offered to give up his salary that the clergy of the diocese might receive better pay, stating that they are called upon to live on less than day laborers' salaries.



FOUR FORTUNATE LITTLE ONES.
These are the adopted sons and daughters of Mr. and Mrs. C. A. Newcomb, prominent and wealthy residents of St. Louis, who took this method of disposing of superfluous wealth and creating happiness. The lad with the pipe was first adopted, then the girl and later the twins in the wagon. And there is room for still others, Mr. Newcomb says.



JOSE CANALEJAS.
The Spanish Premier who was recently shot and killed by an anarchist, in Madrid. The deed created general consternation and widespread sympathy throughout Spain. 250,000 honored the Premier at his funeral, including the King.



MRS. HETTY GREEN.
Of New York, the famous woman financier, who has just passed her seventy-eighth birthday. She spent the day working assiduously at her office. She continued her custom of giving, more than receiving, gifts on her birthday.



WHERE "THIRTEEN" DOESN'T PROVE UNLUCKY.
A West Virginia coal miner's family, comprising father, mother and thirteen children. The supporter of this family realizes the benefits the workingman derives from the protective tariff. His wages average seven dollars a day, and on this his family is housed, fed and clothed in comfort.



A QUADRUPLE WEDDING.
The four daughters of Mr. and Mrs. Edward Clark, of Ozark, Ark., who were married simultaneously recently, setting a record for Arkansas as well as a leap year precedent. Unknown to each other all became engaged, and when the first wedding was announced four were decided on.



SAMUEL WINTERTON.
Of Keyport, N. J., who probably holds the world's record for constant attendance at Sunday school. He began going to Sunday school in 1862, and has not missed a Sunday since.



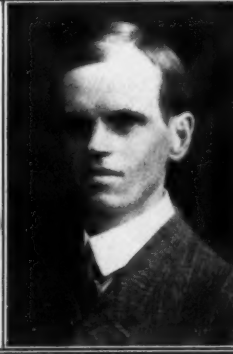
MISS WILLIE DE WOODS.
Of Pecos, Texas, who, on November 6, was elected county and district clerk of Pecos County. She is the only woman in Texas holding such office. She made speeches in the campaign.



FRED. A. WILMOT.
Formerly assistant pastor of the Divine Paternity Church of Boston, who took a part in the cast of "The Daughter of Heaven" playing in New York.



MRS. E. B. BARNES.
Of Snyder, Texas, the organizer of the Altruistic Club, formed to lessen the drudgery of farm women. She is working for well-equipped farm homes.



GEORGE FITCH.
Of Peoria, Ill., who has been elected to the Legislature of Illinois on the Progressive ticket. He is the author of "A Good Old Siwash" and other comic tales.

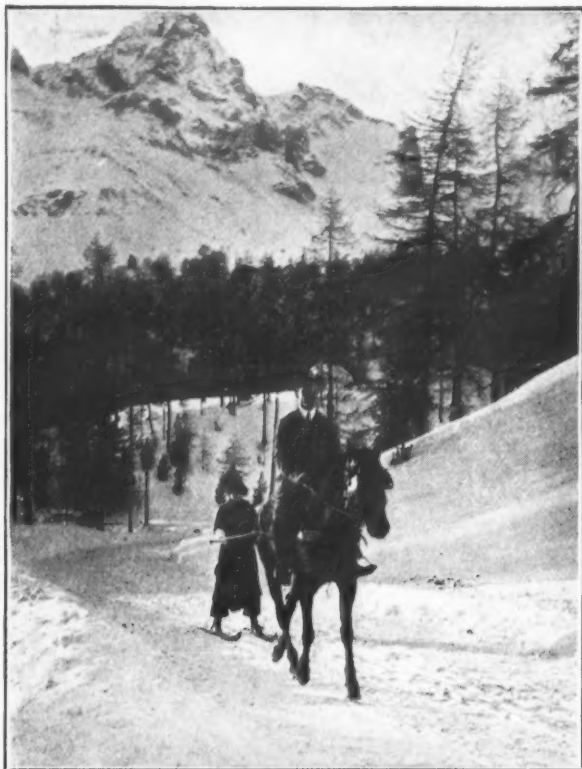


E. M. NEWMAN.
Who has been giving "Traveltalks" on Holland, France, Switzerland, Germany, Iceland, Spitzbergen and the North Cape in New York. He will later be heard in other cities.



FRANK GERAGHTY.
Of Newburgh, N. Y., who recently rounded out his fiftieth year in the service of the Erie Railroad as a conductor. This is said to be a world record for a conductor.

Merry Making in the Real



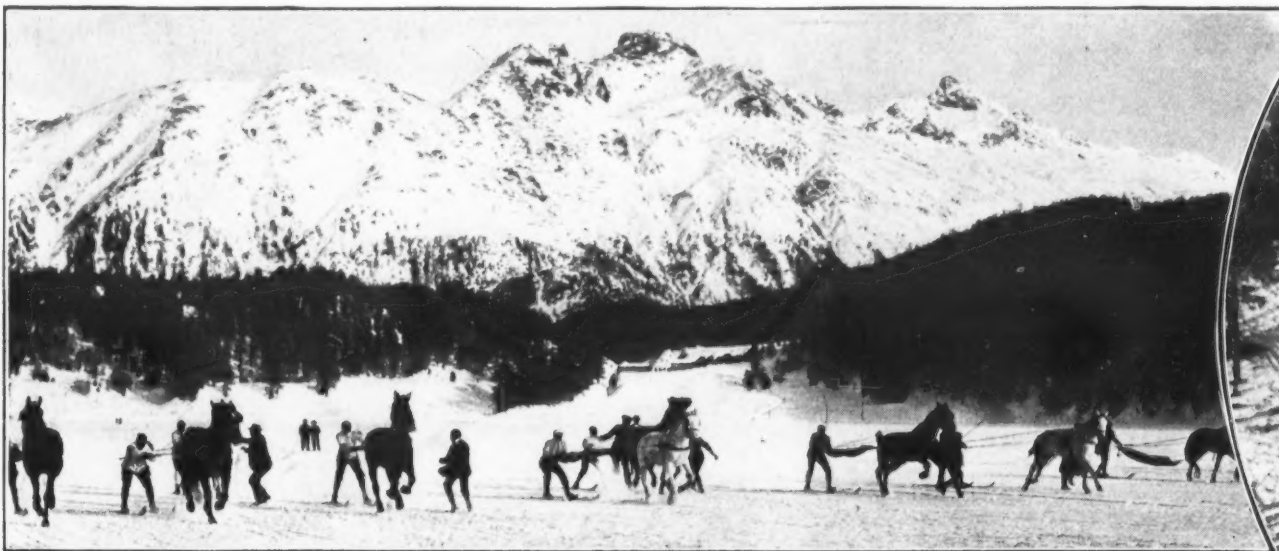
ANOTHER WAY TO ENJOY SKIING.

After a jump you may be taken to the top of the hill or on a jaunt across the country. Skis are from 8 to 12 feet in length and from 4 to 6 inches in width, but for their size they are quite light.



HURRAH FOR HOCKEY.

Hockey is not often played in this country, but ice hockey is becoming more and more popular. The object they drive is called the "puck." It is usually made of vulcanized rubber.



OFF ON A SKIING RACE.

This is one of the most popular winter pastimes in Germany. The pose the driver holds and the style with which he drives count in the race. Each driver has a starter. The winner is considered a great hero.



A FLIGHT ON SKIS.

Wonderful jump made by a young man near Minneapolis. Americans are becoming more and more proficients in this sport every year. A large crowd watched this leap.



RIDING A KICK SLED.

The rider runs along by the side of the sled, kicking with one foot, until he gets up speed, then jumps on. It is surprising what long distances a person can slide with the aid of a few pushes.



RACING IN GERMANY.



A FANCY ENGLISH SKATER DOING STUNTS.

Wonderful parallelpipedons are cut by an expert skater. The first skates were made out of the brisket bone of an ox and fastened to the sole of the foot and around the ankles.



CURLING OLD, BUT ALWAYS NEW.

Curling has been played in Scotland for 300 years. The brooms are to sweep the snow out of the way so that the stone will spin up as near the goal as possible. The object thrown is called the "stone." This game is played in winter by many Scotchmen, both in the United States and Canada. Matches between different clubs attract enthusiastic crowds. Curling is one of the most healthful of pastimes.

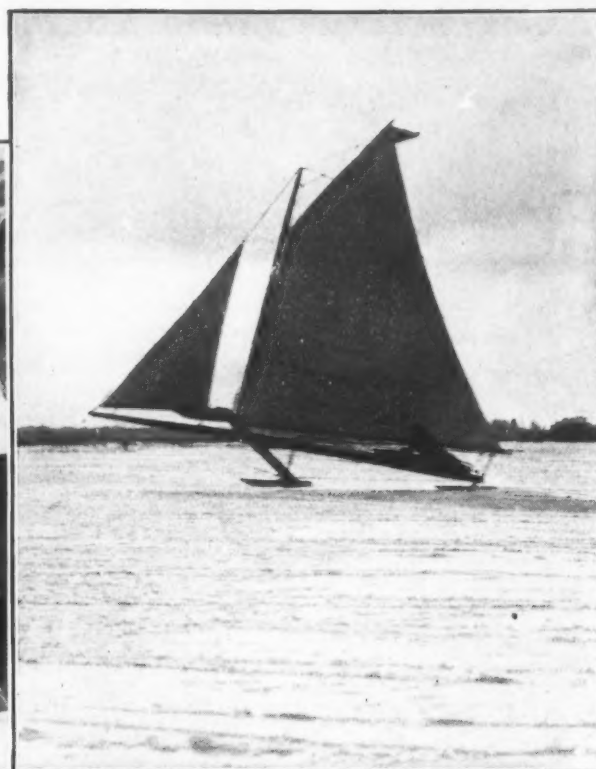
They are so young that they skate through times old men youngsters of

The Realm of King Winter



A SLED LOAD OF HEALTH AND BEAUTY.

Races for prizes are run every winter at Huntington, Long Island, New York. Thousands of people turn out to see the sport, and it is a society event. The man to the left is the starter.



ICE BOAT LEAPING BEFORE THE WIND.

Ice yachting is becoming more and more popular. Almost a mile a minute can be made by one of these craft. Some of them carry a spread of canvas which would be sufficient for a racing yacht.



A FLIGHT ON SKIS.

A jump made by a young man near Minneapolis. He is becoming more and more proficient in the sport every year. A large crowd watched this leap.



OVER THE HEADS OF THE AUDIENCE.

A mile a minute may be attained on skis. In Norway a great contest is held each year on the first Sunday in February where prizes are given. The greatest jump on record is 161 feet. Leaps of 60 or 70 feet are common.



SLEIGHING OVER THE ALPS.



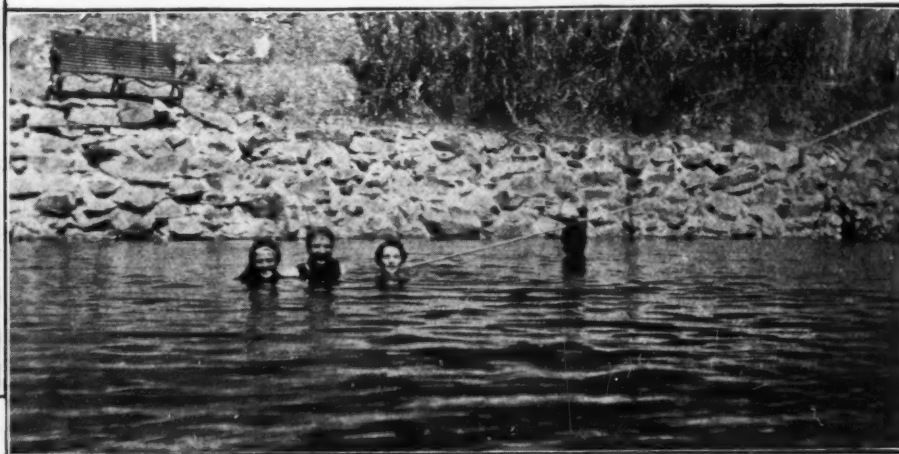
ALL OFF IN A BUNCH.

Tobogganing near New York is becoming a favorite sport. Even when the merry-makers are upset on the curves the accidents are not usually dangerous. The races are great fun.



GERMAN BOYS PLAYING HOOPS ON THE ICE.

They are so proficient rolling their hoops that they play complicated games. They often skate through them as they are rolling. Sometimes regular instructors are engaged. Sometimes old men take a hand at it, too. This is a species of sport that should appeal to the youngsters of America no less than to those of Germany. It is an interesting sight when those engaged in it are skillful.



TAKING A DIP ON CHRISTMAS DAY.

In strong contrast to these other sports is one that is popular at Castle Hot Springs, Arizona, where, on the twenty-fifth of December, everybody goes in swimming in an open air pool.

PHOTOS BROWN BROTHERS

How a Girl Sought Work in a Great City

No. 4.—She Answers an Ad That Sounds Good, but Decides, After Testing the Position, That She Doesn't Care for It

By EDITH TOWNSEND KAUFMANN

EDITOR'S NOTE.—All over the United States in the smaller towns and villages and on the farms there are girls who are discontented with their lots, who aspire to better things, and who are planning to go to some large city to try their fortunes. Most of these young women are ignorant of the troubles and dangers which confront the stranger in a big town. For the benefit of these unsophisticated youthful persons, Mrs. Edith Townsend Kaufmann, the well-known writer, has prepared for "Leslie's" a series of truthful stories, recounting the actual experience of a girl from the country who sought a foothold in the metropolis. The series will give information, warning and guidance to every girl who would leave her safe and quiet home for the bustling city. The fourth sketch, which appears herewith, is devoted to the country girl's experiences as a book canvasser.

IN ALL the columns of "Help Wanted, Female," the word "experience" seemed to stand out in letters of fire. Stenographers, filing clerks, office girls, even cleaners and scrubbers had to furnish some reference as to previous performances, and I had none. There was the lure of \$50 per week if I took a course in manicuring or hairdressing, but I hadn't the necessary fee to pay for the course or enough money saved to live on until I was sufficiently proficient to make a regular living wage. There was nothing to do but to try for something in which experience did not figure as such a material factor. One advertisement struck my eye: "Wanted, an ambitious girl, desiring something better than a 'job.' No canvassing. Experience not necessary. Salary, \$15 per week. Call between 9 and 12, Blank Building, Room 601."

At nine a. m. I was on hand at the door of Room 601, in an old-fashioned office building near Chambers and West streets. The elevator, so small that there wasn't room even for suspicion, had disgorged, besides myself, four others seeking the same number. In a small outer section, partitioned from the main office, sat a young woman at a small desk. Her occupation was apparently the deep perusal of a novel in one of the Sunday magazine sheets. She looked up, gave the quintet a quick, all-enveloping gaze that was as comprehensive of our defects as it was superciliously arrogant, and with a bored air she said, "I suppose you want to see Mr. Jones about the ad. He ain't in yet. Go sit down in the other room. I expect he'll be here every minute."

The other room proved to be a large, sunny loft, with windows looking toward the hills of Jersey and

the Bartholdi statue. There were four others ahead of the group with which I came in. There weren't chairs enough for all, and two of the girls were standing, looking out of the window. A single long table, covered with newspapers and magazines of back dates, occupied the center of the room, crowding into a small desk, over which hung a flaring sign, "This is my busy day!" also another bearing a quotation on laziness, to the effect that to not do all that you can is to prove yourself lazy. "Surely," I thought, "here's 'some' business man!" and I wondered how he could tolerate the novel-reading young woman outside.

At this point the elevator door slammed, I heard a crushing of paper as the monotress stuffed the story into her desk, and a bald, blond man bustled in. "Sorry, ladies, to have kept you!" he panted, between hauls at his gloves. "I'm really rushed to death! Miss —, bring in my mail. Ladies, again I must ask you to excuse me while I just glance over a few letters." None of us had said a word. Good reason why, we hadn't a chance. "I suppose you want to see me about this morning's ad. To be sure you do, and I want to say that you've come to the right place if you want to make big money." He hadn't removed his hat, and without so much as a "by your leave," he lighted a cigar, sat down in his desk chair, unmindful that some of his guests were standing, and began, in the patter of the street demonstrator, "Now, as there's quite a bunch of you here, I might as well talk to you all at once."

"I would prefer to talk with you privately," interrupted a slender woman in black, who looked as though she had seen better days, some years back. "Of course, when we get down to confidences," he

replied, with a smile; "but I can save time by laying out the plan which all will be expected to follow. I'm a very busy man, a very busy man." In order to prove this assertion, he left the room at this juncture, and it was twenty minutes before he tore himself away from the young woman on the other side of the screen, whose whispered "Oh, you tease!" and sundry giggles did not tend to convince any of us that his time was half as precious as ours.

"I don't like this joint," said one of the girls, hopping up on the edge of the table. "It don't look very promising when there ain't chairs enough to go round." "And that typewriter," put in another; "I bet it's a hired one. It's an old rattletrap, anyhow." "If the ad hadn't said no canvassing, I'd be willing to gamble that's his game." "Fifteen dollars sounds good," I put in. "Yes; but will it look as good? You can't tell me blonde is on the level, even if he is such a 'busy' man."

The laugh which this sally occasioned was cut short by the return of Mr. Jones. "Now to business. This plan which the ad mentioned is something entirely new, something also, if I must say it, that is just the thing to appeal to young women of your intelligence." Here he beamed upon us all, but let his eyes rest just a little longer than was necessary on the "better days" girl. "It is of a strictly educational character."

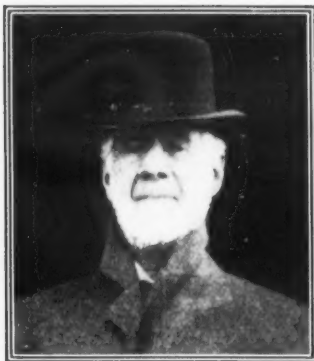
"Canvassing! I knew it!" interrupted one of the applicants. "Not for me!" And she started toward the door.

"Not at all, not at all, my dear child! You jump to conclusions much too quickly. You will all get

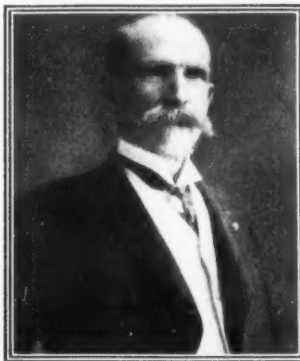
(Continued on page 619.)

Five Famous Men of Washington

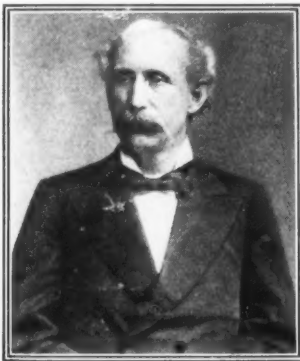
By ARTHUR WALLACE DUNN



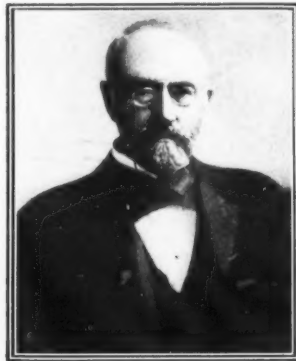
HENRY G. DAVIS.
Now 89 years old, Senator from West Virginia from 1871 to 1883, and Democratic candidate for Vice-President in 1904.



GEN. POWELL CLAYTON.
Aged 79, the "War Horse of Arkansas Republicanism," a picturesque figure in State and national politics.



WILLIAM PITT KELLOGG.
Who is 81 years old. He was formerly United States Senator from Louisiana and also Governor of that State.



JOHN B. HENDERSON.
Aged 86, Senator from Missouri 1862 to 1869. He vigorously supported the administration of Abraham Lincoln.



HENRY W. BLAIR.
Who practices law at 78. He was Senator from New Hampshire from 1879 to 1891, and championed in Congress a notable educational bill.

WASHINGTON is the home—at least part of each year—of a quintet of former United States Senators who were a part of the country's stirring history in what is almost the long ago. They are John B. Henderson, William Pitt Kellogg, Henry Gassaway Davis, Powell Clayton and Henry W. Blair. It is more than a score of years ago since the last named retired from Congress and forty-three years since Mr. Henderson was in the Senate. There is still living at least one man who was a Senator when Lincoln was President, but Mr. Henderson is the only man living in Washington who was a Senator during the trying days of the Civil War.

John B. Henderson first came to the Senate in 1862, succeeding Truett Polk, who had been expelled. He served until 1869. Henderson had gone to Missouri at an early day from Virginia. He entered upon the practice of law and belonged to that class of circuit-riding lawyers of the early days who carried a few law books in saddle bags and traveled on horseback from town to town where court was held. Henderson was a slave owner and a Democrat at the beginning of the Civil War, but he was a loyal Union man, which meant bravery and strife in a border State like Missouri. He became a Republican and has always remained in that party. In the Senate he devoted his energies toward trying to save the border States and was frequently in consultation with President Lincoln on subjects pertaining to the war and the abolition of slavery. He was very vigorous in his utterances in the Senate and made prominent the fact that, whatever was done, the preservation of the Mississippi River for the West was a para-

mount necessity. Henderson was one of the few Republican Senators who voted against the impeachment of President Andrew Johnson. He is now eighty-six years old, and, although feeble physically, his mind is alert and he takes a keen interest in all public questions. He lives in Washington in the winter, but his summers are spent at Bar Harbor, Me.

Henry G. Davis, though three years older than Mr. Henderson, seems to belong to a later generation, for it is only eight years since he was a candidate for Vice-President on the Democratic ticket. Even then his age was a matter of much comment, but he is still a hale and hearty and active American citizen. He was a Senator from West Virginia from 1871 to 1883, a time of great political interest in this country. He took a prominent part in the affairs of the Senate, holding important committee assignments. Mr. Davis has always been an active business man and acquired a very large fortune. He lived to see his son-in-law and grandson succeed him in the Senate from the State which he represented for twelve years. Although Mr. Davis spends much of his time in Washington, he is very fond of his residence in the West Virginia mountains and has a summer home on the crest of the Alleghenies.

William Pitt Kellogg is one of those remarkable men who made history in the South after the Civil War. He was a delegate to the convention which nominated Lincoln in 1860 and afterward colonel of an Illinois regiment in the war. When the war was over, he was made collector of the port of New Orleans, one of the "carpet-baggers" who were so cordially hated by the Southerners. In 1868 he was sent to the Senate, where he remained until 1872. Then

he became Governor of Louisiana, holding the place four years, and was again elected to the Senate, his term expiring in 1883. After that he had a term in the House of Representatives. During all this time he was the leader of the Republican party in Louisiana and attended all national conventions. His position in politics was one of constant turmoil and strife, for those were days when it meant nerve to be a Republican leader in the South. His last active participation in politics was in 1888, when he was at the head of a Southern contingent which was supporting John Sherman for President. He has been seen at other conventions, but more as an onlooker than a director of affairs. He spends most of his time in Washington, but summer always finds him at Atlantic City. Governor Kellogg is eighty-one years old and a very healthy looking octogenarian.

General Powell Clayton is known as the "War Horse of Arkansas Republicanism," but at the age of seventy-nine he appears too feeble to continue much longer the fierce battles which politics in his adopted State entail. He is a native of Pennsylvania and went into the Civil War as a captain and was rapidly promoted until he reached the grade of brigadier-general. In 1868 he became an Arkansas planter and was also considered a "carpet-bagger" in those stirring days of reconstruction. The story of his early days as a politician is one of constant warfare and bloodshed, for politics was much more than a battle of words in those days. One of General Clayton's brothers was killed in the political strife of Arkansas. General Clayton came to the Senate in 1871 and served six years. Under McKinley and

(Continued on page 620.)

City

How a Girl Sought Work in a Great City

(Continued from page 618.)

a regular salary of fifteen dollars per week if you decide to take up this work."

"What is the work?" we chorused.

"Well, it is a new club plan for getting subscribers to one of the most wonderful libraries of poetry and classical information, bound in cloth or half morocco, a dollar down, books delivered on first payment—"

"Well, of all the nerve! Not canvassing! You've got another think coming!" The insurgent whose first interruption Mr. Jones had tried to quell now left for good.

The blond man looked quite disturbed. "If she had waited, ladies, I could have explained that this is not canvassing in the usual acceptance of the word. The ladies whom I employ are furnished with lists of names, so that they secure an easier entree and a more cordial welcome than if they go from house to house without knowing the taste or temperament or requirements of the inhabitants."

"Don't get kicked out or have the dog set on you!" came in a stage whisper from my neighbor, who looked as though she had been chosen for the model of the famous picture, "Eat 'em up, Jack!"

"And the salary," went on Mr. Jones, ignoring the interruption, "a regular salary of fifteen dollars a week, and you are expected to bring in only one order a day."

A girl of a mathematical turn of mind said, "Why not give you six dollars and be nine dollars in, without doing a stroke of work?"

"You forget that you would be under obligations to buy six sets of the library, which would probably prove too much of a good thing." After Mr. Jones had quoted innumerable instances of women making their week's salary the first day and others who had shown such proficiency that they quickly worked into managerial positions, with a corps of canvassers under them, the girl who had seen better days and myself decided to tackle the work. As I did not see her after the first day, I judge her experience was even more severe than mine, which held out the week.

The route to which I was assigned from the wonderful "preferred" list of supposedly educated persons began just across the Harlem River Bridge and extended to Tremont. The first call made me doubtful of the chance of getting even one order a day, but I was determined to give the plan a thorough test. From eight in the morning until six at night I walked, with a brief half hour for rest at noon. Some persons were courteous; more were not. The educational halo which Mr. Jones had glowingly described did not blind any of the persons whom I visited to the raw canvassing that I was doing. In one case, through a mistaken message conveyed by the little girl at the door, I was most cordially greeted by her mother, and it was not until I had been treated to a charming little impromptu luncheon that I discovered that I was supposed to be the child's "teacher."

The mother was delightfully polite, but I knew she regretted the trouble to which she had gone, and I felt like a whipped cur when I had to make my pitiful plea for a subscription, which, at best, was grudgingly given. I tried every tactic possible in my efforts. I found that to play on the vanity of the most palpably ignorant, by claiming their appreciation of an educational work, made my reception cordial, if not remunerative. The great majority, however, just shut the door in my face and I didn't get even the chance for the introductory speech, which, after the second day, I ground out with as much enthusiasm as a phonograph out of order. It was hard work—it was also mortifying; but by Friday I had five orders and saw the well-earned fifteen dollars looming up in certain perspective.

Saturday proved my bad day. In the first place it poured, and, while I was unwelcome in dry garments, I was absolutely abhorrent with my raincoat and umbrella making pools of water in vestibules and on hall carpets. I had been tolerated before, but on Saturday I was frankly and brutally made to realize

that I was no better than a beggar at the gate. At four o'clock the sixth order was as far in the distance as though I had only begun my quest; but I was cold, my skirts were clinging in damp adhesion to my stockings, my umbrella dripped onto the "dummy" which I had dragged around until I hated the sight of it, and I made up my mind to quit for the day.

When I trailed into Mr. Jones's office, interrupting a very confidential tete-a-tete and followed by a serpentine ooze, I scented trouble.

"Through so soon, my dear! Had a good day, I suppose."

"No, I didn't have a good day. I had a horrid one, and I didn't get my last order. I don't suppose you'll mind giving me pro rata on my salary. I got five orders, you know."

"That's not one a day."

I could almost see the mercury in the thermometer drop at his tone. "But I'm entitled to something," I pleaded. "It isn't fair after the way I've tramped, and I've turned in five orders." I was almost ready to cry.

"I'm sorry, but the matter really isn't in my hands. The rule is six orders—one a day—and your case will have to be turned over to our resident manager. In fact, I made an exception for you by agreeing to the salary even on that basis, as we generally get a fee or do not give the canvassers anything until the second installment is received from a subscriber. As you didn't get even one a day, I don't see how I can help you. Come in Monday and I'll see if you can be fixed up if you bring in seven orders next week. So sorry, but really I have no 'say so' in the matter. Good-afternoon."

I didn't go back Monday, charging up car fares, weariness and snubbing to experience. The "ad," worded a little differently, is still running, and I suppose some other poor girls are wrestling to bring in "one a day."

Our Fearful Murder Record.

WHEN one thinks of the many extravagances that characterize our national life, it is not surprising that other nations cannot always see the grounds for our boasted progress in civilization. The London *Spectator* makes this point in the course of an article on "The Homicide Record of American Cities." In the ten years ending with 1891, the rate stood 5 to 100,000 of population; but in the next decade this increased to 7.2. What contrast this is with 0.9, the homicide rate of England and Wales! One of the startling signs of the times is our growing disregard of human life, and, back of this, our increasing disrespect for law and order. While it is true that the Southern cities, with their large negro population, are somewhat responsible for the big homicide rate of our country, the recent street killings in New York City are evidence of the general disregard of the sacredness of human life.

Why They Leave School.

THE majority of public-school children leave school at the age of fourteen, or as soon as the law no longer compels their attendance. Economic pressure, it has generally been supposed, is largely responsible for this dropping off; but if our largest city is at all typical of the rest of the country, only about twenty per cent. leave school because their families actually need the little increase they could make in the weekly income. The Vocational Guidance Conference of New York found also in its investigations that another twenty per cent. "abandoned their studies because their parents took it for granted school was a place to be escaped from as soon as possible, and the rest stopped either because they loved school less or work more." The report bears out the opinion that children in America are permitted to do just about as they please, even in such serious matters as their education. Illiteracy is on the decrease, but the thirst for knowledge is not so keen as it should be. If parents themselves had greater love for education, they might be able to inspire their children with a desire to continue school life beyond the grammar-school period.

Look Your Boy Straight in the Eyes!

Read his mind! Know it is clean and pure!

Safeguard your boy! Don't let yourself believe he is an exception. He isn't! *He's the rule*—because he's human! Your first duty is to ward off the basis of greatest evil—suggestive, diseased reading! Don't let that poison soak into his system! *You must keep his mind healthy, manly!*

You are responsible!

Temptations spring up everywhere. The boy problem increases every day, every hour! YOUR instant duty is to counteract it—not tomorrow or next week, but *NOW* while this burning question confronts you in its naked truth! Know your boy's mind by *knowing what he reads!* Furnish him with the best boy magazine and *then* (and not before) you have done your duty to your boy

THE AMERICAN BOY

Read by 500,000 American boys

Here is the magazine necessary in boy-building. To him it meets every need. It publishes intensely interesting serial and short stories of life and action by the greatest living writers; it supplies his craving for knowledge of things to do; it trains his mind for future study of mechanics and sciences; it answers all his puzzling questions.

Realize that the men who make The American Boy give their lives to this wonderful work of boy-moulding. They *know* how much depends upon the impressions made upon your boy's mind!

You must not wait!

Don't let this biggest of problems get away from you for an instant! Realize your boy's future may rest upon *your* decision today! Keep him pure-minded, clean as a whistle, by giving him The American Boy. Let the great work The American Boy is doing spread to *your* home, to *your* boy! A half million boys are reading it! Your boy *needs* it and *wants* it!

It is on sale at all news-stands at 10c a copy.

\$1.00 pays for a year's subscription to The American Boy—12 fine numbers. Large pages—beautiful illustrations. It is the best sort of *Christmas present* and lasts a whole year. There's not a bigger, better dollar's worth in the world for any boy. Will you heed this warning and sign and mail the following coupon?

The Sprague Publishing Company, 162 American Building, Detroit, Mich.
For the enclosed \$1.00 please send The American Boy for one full year to

Town





What A Million Like

Will Please a Million More at Christmas

Think what it means for one million people to wear one brand of hose. It means that those hose must be pretty close to perfection. They must be silky, soft and light. They must fit like a glove. They must wear longer than hose are expected to.

More than a million men, women, children and infants are wearing Holeproof Hose for exactly these reasons.

Don't you think hose that are pleasing so many will please as many more as a Christmas Gift?

FAMOUS Holeproof Hosiery

FOR MEN WOMEN AND CHILDREN

Here are silk "Holeproof" for men and women, three pairs guaranteed three months, in Christmas boxes, at \$3 a box for women and \$2 a box for men. The silk comes from Japan. There are no more beautiful hose made, yet these are more economical than some common grades of cotton.

We pay for the yarn in the cotton "Holeproof" an average of 74c a pound. Some yarn is sold for 32c.

We don't guarantee just the heels and toes. Every thread is protected at every point. If one wears, breaks or runs, the pair is replaced without question.

Cotton "Holeproof" cost \$1.50 to \$3 for six pairs, guaranteed six months for men, women, children and infants.

The genuine "Holeproof" is sold in your town. We'll tell you the dealers' names on request or ship direct where no dealer is near, charges prepaid, on receipt of remittance. All dealers have the Christmas Box ready to put on the Christmas Tree. Give one to each of the family.

Reg. U. S. Pat. Office, 1906 (388) *Paul F. Schell*

Holeproof Hosiery Company, Milwaukee, Wis.
Holeproof Hosiery Co. of Canada, Ltd., London, Can.

Are Your Hose Insured?

Over 150 Railroad Offices

Dictaphone their Correspondence

We have already equipped more than 150 railroad offices with the Dictaphone. All of these machines were first placed on demonstration—all stood the test and were accepted—none have been removed.

Though the office be large or small, wherever correspondence is conducted there's a place for the time-saving, labor-saving and money-saving Dictaphone.

Demonstration in your own office and on your own work. Reach for your telephone and call up "The Dictaphone." If you don't find that name in the book, write our nearest distributing branch.

Dictate to the

DICTAPHONE

THE DICTAPHONE (Columbia Phonograph Co., Gen'l. Sole Distributors) 147 Tribune Building, New York
Atlanta, Baltimore, Birmingham, Boston, Buffalo, Chicago, Cincinnati, Cleveland, Dallas, Denver, Detroit, Hartford, Indianapolis, Kansas City, Livingston, Los Angeles, Louisville, Memphis, Minneapolis, Montreal, New Haven, New Orleans, New York, Omaha, Philadelphia, Pittsburgh, Portland, Me., Portland, Ore., Rochester, San Francisco, Scranton, Seattle, Spokane, Springfield, St. Louis, St. Paul, Terre Haute, Toledo, Washington, Wilmington, Del., Canadian Headquarters, McKinnon Building, Toronto.

Exclusive selling rights granted where we are not actively represented.

In answering advertisements please mention "Leslie's Weekly."

The Old Fan Says:

(Continued from page 612.)

a dream now, but just put this idea on ice for future reference.

"The vaudeville debut of Johnny McGraw, at Paterson, N. J., recently, was an important event in itself; but, aside from the fact that Mac made good and will be featured at all the big New York two-a-day houses, something else developed at that first-night performance. It was that the Giants' manager does not hold Fred Snodgrass responsible for the loss of the world's championship by the New York Nationals and that the big outfielder will be seen playing his accustomed position with his usual vim next season.

"If any one entertained any doubts concerning McGraw's popularity with the fans, they should have attended that premier. The playhouse was crowded to the doors, and as the little baseball general walked upon the stage he was cheered for several minutes. John made a hit at the start by calling the attention of the audience to good, old Jim McCormick, the once famous Paterson pitcher, who sat in a stage box, and by reminding the assembled fans that Hans Wagner, the greatest ball player of the age, had begun his career in their town. Referring to Snodgrass, he said he did not hold him responsible for the loss of the big flag, that he would be with the Giants next year, and that his chief regret over the loss of the series was for Mathewson, whom he styled 'the greatest pitcher of all time.'

"Snodgrass, like Merkle and Murray, will remain at the Polo Grounds to get his opportunity to 'come back' and make good. He is a fine boy personally, a hard thinker and extremely sensitive. It is a hundred to one bet he'll be one of the Giants' best next season, and you can gamble that if he ever takes part in

another world's series he'll have less to say to the people in the bleachers and will pay the closest possible attention to the games and to nothing else. Merkle 'came back' and is considered one of the greatest first basemen in the game today. Murray recovered his batting eye and is recognized as a genuine slugger with the hickory. Ten to one, Snodgrass will more than atone next season for that miscue.

"There is a possibility that Mordecai Brown, once the Cubs' greatest pitcher, may be made a National League umpire next season. Let us hope so. He certainly earned every dollar of his pay when in the box, and now that his arm is gone, he should be given an easier berth—if you can consider the job of umpiring easy.

"Here is a good story that is now going the rounds regarding the recent world's championship series, and tends to show the general interest in all parts of the country taken in the two major leagues and their affairs. While the big games were in progress, John J. McGraw, manager of the Giants, received a telegram that read as follows:

"Kingman, Ariz., October 15th.
"John J. McGraw, New York Baseball Club—Mohave County Athletic Association, of Kingman, Ariz., offers \$83,500, backed up by one week's production from four mines, for final game to be played here."

"Those Western boys are real sports, and, had it been possible to send the contest to the place requested, there isn't a doubt but that half the population of Arizona would have been on hand to see the game. And, what is more, they would have paid practically any prices asked for the admission tickets without a kick."

Five Famous Men of Washington.

(Continued from page 618.)

Roosevelt he was for eight years ambassador to Mexico. He has been a delegate to every national convention since 1872 and during that time has been a member of the national committee. His service on the national committee antedates that of any other member by a generation. He always has a solid delegation behind him at national conventions and is always the most regular of regulars. He took an active part in the past national convention in support of the nomination of President Taft. General Clayton is a one-armed man. His left arm below the elbow he sacrificed in the service of his country. Save when he goes to attend national conventions, he spends most of his time in Washington.

Henry W. Blair is the youngest of this remarkable quintet of old-time Senators. He is seventy-eight years old and was a lieutenant-colonel of a New Hampshire regiment during the Civil War. He served two terms in the House of Representatives before his election to the Senate in 1879, where he remained twelve years. A most interesting member of the Senate was Mr. Blair, more especially because he was the author of and constantly advocated the Blair educational bill, a measure designed to furnish schooling for the poor children of the country. Possibly because of his constant advocacy of this bill, he was the subject of many jests; but he was a very popular man among the Senators. His wit made the dry discussion of his bill quite interesting at times. Once when Senator Reagan, of Texas, was making a speech in opposition to it, Blair sought to interrupt him. Reagan rather testily declined. "You are missing an opportunity of vastly improving your speech," remarked Blair, as he turned and left the Senate chamber. Mr. Blair by choice always occupied a seat on the Democratic side next to the main aisle, though he was a strong partisan Republican. Unlike the four other ex-Senators here mentioned, Mr. Blair is not a man of wealth. He practices law in Washington and gives active attention to public affairs.

How Mrs. Sage Celebrates.

MRS. RUSSELL SAGE knows how to celebrate a birthday. She has given Syracuse University \$1,000 for

each of her birthdays—\$83,000 in all. The gift is in memory of her father, the late Joseph Slocum, who was interested in the study of agriculture in this country and in Europe. The money is to go to the agricultural division of the university for the advancement of land studies. This is a splendid gift and will bring no end of good to that eminently worthy institution. The agricultural division opened its doors for instruction for the first time with the opening of the university year, September 17th. A laboratory farm of one hundred acres is located near the campus and earnest work has already begun. It is to be under the direction of Professor F. W. Howe, M.S., recently of the State department of education. He is a graduate of the Michigan College of Agriculture and is a rare man for the place. Mrs. Sage's gift could not be better placed and it is hoped that this will be the beginning of more interest in one of the greatest and most neglected sciences of the day—that of agriculture. A few days after her birthday celebration she bought a bird refuge off the coast of Louisiana at a cost of \$150,000. This island is eighteen miles long and nine miles wide and will be a wonderful protection for our fast disappearing migratory birds. It will be dedicated to the birds of America. People are just coming to realize the carnage that is being done among our birds and in a few years the wisdom and greatness of Mrs. Sage's gift will be appreciated at its full value. May Mrs. Sage live long!

A Beautiful Memorial.

THE MEMORIAL volume issued by the Prudential Insurance Company of America as a tribute to its late president, John Fairfield Dryden, on the first anniversary of his death, is one of the finest volumes of its kind. Not alone in the elegance of its make-up does this work stand pre-eminent. It likewise testifies to the influence Mr. Dryden widely exerted and to the warm friendship he had established with men of prominence throughout the country. The numerous messages of sympathy which are printed therein are but a few of the hundreds that poured in when his death was announced. Naturally it was impracticable to give them all; but the spirit of every message printed or unprinted was, "He helped the masses to help themselves."

Old Times Recalled

"RECOLLECTIONS," by General Edwin Merritt (J. B. Lynn Company, printers, Albany, N. Y.), is a group of autobiographical reminiscences that will prove of special interest to the writer's contemporaries and to this generation as well. The career of General E. A. Merritt is a signal illustration of the best features of American social and political life, and his recollections of the period between 1828-1911 embrace the Civil War and his personal relations with Governor Fenton and his experience as collector of the port of New York under President Hayes. There are also reminiscences of Thurlow Weed and Horace Greeley of a particularly intimate character, which throw new and interesting light on these personalities in their relations to the writer.

General Merritt's first entrance into public life was as surveyor of Pierpont, N. Y., in 1854. Following in progressive succession, he occupied one prominent position after another, in each of which he came in contact with men of national importance. His intimate acquaintance with them furnishes many delightful reminiscences that throw light on personal characteristics which the regular historian has no opportunity of recording. We repeat one of these:

On the Fourth of July, 1865, at Albany, a military demonstration under the general direction of Governor Reuben E. Fenton was ordered. General Merritt at that time was quartermaster-general of the State of New York and secured the orator of the day, Rev. Edwin H. Chapin. General Grant was the chief guest and stated that the oration was the finest he had ever heard. There were over two hundred regimental flags to be presented, and General Merritt had that feature in charge. Fearing that it would prove tiresome to General Grant, he suggested that this part of the program be omitted; but Grant said, "No; I think they had better be presented. There may be some soldiers representing all of these regiments who will be glad to see their old flag."

Referring to President Lincoln, whose remains he accompanied from Washington to Springfield, General Merritt says, "The last time I saw President Lincoln alive was during a visit to the War Department at Washington, where I went to procure arms for the National Guard of the State of New York. This visit

was a very short time before President Lincoln was assassinated. As I was passing by the White House, Mr. Lincoln came out on the steps to bid farewell to a gentleman who was dressed in the height of fashion. Mr. Lincoln was bare-headed and wore a black alpaca sack coat and a pair of carpet slippers. A number of disabled soldiers, seeing me talking with the President, came forward to shake hands with him, and he greeted them all cordially."

It was through a personal request of Horace Greeley that General Merritt, then captain, was appointed to the staff of Governor Fenton, whom he learned to know more intimately than any other public man with whom he was associated.

Referring to his trip South, in the spring of 1871, with Greeley, who, as guest of the Agricultural Society of Texas, made a most notable speech at Houston, General Merritt relates an amusing incident. Tired and exhausted, they had arrived late at New Orleans. Mr. Greeley, throwing himself into a chair, said, "I have sometimes been called a philosopher. I do not think I am much of one, but if I were ever entitled to the appellation, I am to-night. I have been in the presence of a man for twelve hours under circumstances which prevented me from telling him what a scoundrel he was." He then recounted one of the numerous occurrences where he had through misrepresentation furnished bank introductions to his own monetary loss. The famous address made during this trip is given in full. Delivered over forty years ago, it is imbued with modern thought on the subject of agriculture, and it is one of the many readable features of the book.

General Merritt's last political service was rendered during 1881-85, when he was consul-general at London. The consulate-general prior to General Merritt's tenure of office was in a most unsatisfactory condition, but he left it efficiently organized for his successor, appointed by President Cleveland.

Hunting with Roosevelt.

From Lord Cranworth's new book, "A Colony in the Making," published by Macmillan & Co.

WHEN Mr. Roosevelt and his son, Kermit, visited British East Africa, the best ground was especially reserved for their benefit, with the result that the bongo were quite numerous therein. Kermit was led up, but the animals unfortunately eluded his eyesight in the open jungle, where their coloring was most distinctly protective.

Proceeding further, a herd, numbering at least thirty or forty, was encountered. The sight of so many of such a rare species, grouped in its proximity, not unnaturally so excited the young sportsman that his shooting became somewhat erratic. Luckily the bongo shared his bewilderment and remained until he eventually obtained a cow and a calf, prizes which he richly deserved, if only for the earnestness with which, after his first failure, he had gone in pursuit.

Lord Delamere, one of the keenest observers, had hoped that he had devised a scheme whereby the ex-President would be equally successful. Colonel Roosevelt's bulk and conversational powers somewhat precluded him from tracking, since the utmost caution and lack of noise was essential. Lord Delamere, however, found where a deep stream flowed down a hillside. There were only certain passages which the bongo, when alarmed, would take.

Selecting a spot with three passes, he placed Mr. Roosevelt in the most likely crossing, stood himself in another, and stationed a native, armed with a bow, to turn the bongo back if they came to the third, the one they were most likely to pass. Beaters were then sent for some miles around, but, alas! two fine bulls came to the crossing at which the bowman stood, passing within two yards of him.

A Church Worker.

"I hear you've become quite a Sunday-school worker," said Mrs. O'Beetle to the small boy.
"Yes'm. I mean to work 'em for a Christmas present."—Judge.

In answering advertisements please mention "Leslie's Weekly."



"Harvest"—by Vincent Aderente.

Prosperity

There has been a bumper crop.

This is because the tillers of the soil have been industrious, and the rain and the sun have favored their plantings.

There has been industrial activity.

The makers of things in factories have been busy. They have had work to do and pay for doing it.

There has been commercial success.

The people who buy and sell and fetch and carry have been doing a lot of business and they have been paid for doing it.

The country is prosperous because all the people have been busy.

Good crops and good times can be enjoyed only when the Government maintains peace and harmony.

This task of the Government is made comparatively easy because

the American people have been enabled to become so well acquainted with each other. They know and understand one another. They are like one family.

The producer and consumer, no matter where they live, are close together.

This is largely due to our wonderful facilities for intercommunication. We excel in our railways, our mails and our telegraphs, and, most of all, in our telephones.

The Bell System has fourteen million miles of wire spread over all parts of the country. Each day there are twenty-five million telephone talks all the way from twenty feet to two thousand miles long.

The raiser of crops, the maker of things, and the man of commerce, all are helped to co-operate and work together for peace and prosperity by means of the Universal telephone.

AMERICAN TELEPHONE AND TELEGRAPH COMPANY
AND ASSOCIATED COMPANIES

One Policy

One System

Universal Service

For His Christmas Gift

451—This specially selected fine, brilliant white Diamond, in 14k gold 6-prong Tooth ring mounting, priced for Christmas at... **\$98**
\$19.00 Down, \$9.00 per Month

DIAMONDS WATCHES ON CREDIT

Write for Christmas Bargain Catalog

Over 2,000 beautiful illustrations of Diamonds, Watches, Solid Gold Jewelry, Silverware and Novelties for Christmas presents. Select anything desired, have it sent to your home or express office, all charges prepaid. If entirely satisfactory, send us one-fifth of the purchase price and keep it, balance in eight equal monthly amounts. A Diamond constantly increases in value and lasts forever. Great bargains in ladies' and men's Watches for Christmas gifts. We give better values and easier terms than any house in America. Write for Catalog, before you forget it. It is free.

LOFTIS BROS. & CO., Diamond Cutters
Dept. G 875 108 N. State St., CHICAGO, ILL.
Branch Stores: Pittsburgh, Pa., and St. Louis, Mo.

For Her Christmas Gift

452—This specially selected fine, brilliant white Diamond, in 14k gold "Perfection" ring mounting, priced for Christmas at... **\$50**
\$10 Down, \$5 per Month

The Loftis Credit System enables you to make beautiful Christmas Presents without the outlay of much money. Order today.

A Diamond is the Ideal Gift for a loved one—it lasts forever and every day reminds the wearer of your regard. Order today.

Wins Every Race!

The only sled with grooved runners!

Flexible Flyer

The ideal Christmas gift for boys and girls

Gives an added zest to coasting because it can be steered at full speed around all obstacles. Light enough to easily pull up hill—yet so strong it outlasts 3 ordinary sleds

The grooved runners insure greater speed, and absolutely prevent "skidding." The famous steering-bar does away entirely with dragging feet, wear and tear on boots and shoes, wet feet, colds, etc. No other steering sled has the exclusive features of the Flexible Flyer. Be sure to look for the grooved runners and this trade-mark.

FREE Cardboard working model of the Flexible Flyer and handsome booklet

Just say "send model and booklet" and we'll gladly send them FREE. Write today!

S. L. ALLEN & CO. Box 1102 T Philadelphia

"The sled that steers"

TRADE-MARK

Without Door **\$1.00** With Door **\$1.75**

PER SECTION

IT FITS ANY SPACE

On Approval. Freight Paid

Lundstrom

IT GROWS WITH YOUR LIBRARY

SECTIONAL BOOKCASE

Endorsed "THE BEST" by Over Fifty Thousand Users

MADE under our own patents, in our own factory, and the entire production sold direct to the home and office. That is the reason we can offer them at such reasonable prices. Our Sectional Bookcases are the product of years of undivided attention to this one line of manufacture. Book sections have non-binding, disappearing glass doors, and are highly finished in SOLID GOLDEN OAK. Other styles and finishes at correspondingly low prices. Write for New Catalogue No. 111.

THE L. J. LUNDSTROM MFG. CO., Little Falls, N. Y.
Manufacturers of Sectional Bookcases and Filing Cabinets.
Branch Office, Flatiron Bldg., N. Y. City.

THE BEST

Never Tires

OF THE FOOD THAT RESTORED HER TO HEALTH.

"Something was making me ill and I didn't know the cause," writes a Colo. young lady. "For two years I was thin and sickly, suffering from indigestion and inflammatory rheumatism.

"I had tried different kinds of diet, and many of the remedies recommended, but got no better.

"Finally, Mother suggested that I try Grape-Nuts, and I began at once, eating it with a little cream or milk. A change for the better began at once.

"To-day I am well and am gaining weight and strength all the time. I've gained 10 lbs. in the last five weeks and do not suffer any more indigestion, and the rheumatism is all gone.

"I know it is to Grape-Nuts alone that I owe my restored health. I still eat the food twice a day and never tire of it." Name given by Postum Co., Battle Creek, Mich.

The flavour of Grape-Nuts is peculiar to itself. It is neutral, not too sweet and has an agreeable, healthful quality that never grows tiresome.

One of the sources of rheumatism is from overloading the system with acid material, the result of imperfect digestion and assimilation.

As soon as improper food is abandoned and Grape-Nuts is taken regularly, digestion is made strong, the organs do their work of building up good red blood cells and of carrying away the excess of disease-making material from the system.

The result is a certain and steady return to normal health and mental activity. "There's a reason." Read the little book, "The Road to Wellville," in packages.

Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.

FINANCIAL

You Can Invest

in any high grade securities, stocks or bonds, by depositing with us small amounts from time to time as we specialize in

ODD LOTS { On Margin,
Full Payment, or
Monthly Payments.

Your order, regardless of the amount, will receive our personal attention.

If interested in

Amalgamated Copper
American Van
Amer. Smelting & Refining Co.
U. S. Rubber
Amer. Beet Sugar
International Harvester
Mexican Petroleum
Kansas City Southern
Chic. Milw. & St. Paul
Reading
Mo., Kansas & Texas
Chesapeake & Ohio
Seaboard Air Line
Northern Pacific
Baltimore & Ohio
St. Louis & So. Westn.

United States Steel.

Write us for our special letter on each.

ALEXANDER & CO.

Members of [New York Stock] Exchange
[New York Cotton] Exchange
47 Exchange Place, N. Y. Tel. 7791 Hanover.

If you wish to invest
your savings, com-
municate with us.

Send for Circular D—"Odd Lots."

John Muir & Co.
Specialists in
Odd Lots

Members New York Stock Exchange
MAIN OFFICE—71 BROADWAY
Uptown Office—42d St. and Broadway
NEW YORK

FRACTIONAL LOTS

Our latest booklet, No. 22,

"WALL STREET WAYS"
sent free upon request.

J. F. PIERSON, JR., & CO.

MEMBERS N. Y. STOCK EXCHANGE
74 BROADWAY, N. Y. CITY
884 Columbus Ave.

"The Bache Review"

The Weekly Financial Review of J. S. Bache & Co., Bankers, 42 Broadway, New York, quoted weekly by the press throughout the United States, will be sent on application to investors interested.

Advice to individual investors given on request.

Trustee and Individual Investments

Our offerings include many preferred stocks of well established and successful corporations especially desirable for investment funds at prices

Yielding 5 to 7 Per Cent

The substitution of such issues for those of relatively low yield suggests an attractive method for the increase of investment income.

Our December circular giving full information as to their merits sent upon request.

Turner, Tucker & Co.

BOSTON
24 Milk Street

NEW YORK
111 Broadway

Be Progressive!

DON'T GO BACKWARD. Don't invest in non-productive or highly speculative schemes.

DON'T STAND STILL. Don't let your money remain idle.

BE PROGRESSIVE!

Buy \$100 bonds of standard recognized corporations. They yield from 4% to 6%, and are safe.

Write us for List L-42

BEYER & COMPANY
"The Hundred Dollar Bond House"
52 William St., New York

DOWNTOWN CHICAGO 1ST MORTGAGE BONDS
To Net 5½ & 6%

We own and offer First Mortgage Bonds in denominations of \$500 and \$1,000, secured by improved, income-producing, centrally located property in the business heart of Chicago. We recommend these securities to conservative investors who seek the perfect unity of safety, stability, income and convertibility. Write for particulars and Circular 2469.

S. W. STRAUS & CO.
MORTGAGE & BOND BANKERS
ESTABLISHED 1882
STRAUS BUILDING, CHICAGO.



A NOTABLE GATHERING OF FINANCIERS.

First annual banquet of the Investment Bankers of America, held at the Waldorf-Astoria Hotel, New York. The convention was called to order by the President, George B. Caldwell, and 300 guests, prominent in financial circles, from all parts of the country, were present. The main topics discussed were the adoption of laws to abolish get-rich-quick schemes, licensing the distributors of securities, publicity of data relative to the merits of securities, and penalties for fraud or other unlawful conduct.

Jasper's Hints to Money-makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of Leslie-Judge Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York.

BUNCO! The poor and the ignorant are not the only victims of bunco games.

A prominent physician and an equally prominent real-estate dealer in North Carolina were recently victimized out of \$25,000 by the old race-track bunco game in New York City, and now the Federal government has exposed a scheme by which it is said, that small corporations, inventors and investors of more or less prominence have been swindled out of \$1,500,000 in the last three years.

The game was very plausible. Persons desiring to organize corporations or to exploit inventions and seeking capital for the purchase of their securities were informed that the money could be readily provided. Abundance of capital for such purposes was advertised as ready for investment and inquiries were invited.

When the promoter of a legitimate business answered the advertisement, he was told that his proposition could not be considered unless his securities were guaranteed by a reliable guarantee company. The swindlers then introduced the party to what they called a guarantee company, which proved to be an organization of their own. The guarantee company made a charge of a small commission on the value of the securities, payable, of course, in advance.

As soon as the victim paid this commission, he was told that a market for his securities could be provided, if he would make a liberal payment in advance to cover the cost of investigation. If he paid, he would be informed in due time that the investigation had been made and that, as the proposition was no good, no money could be advanced. This cunning scheme worked so well that it was operated successfully in six of our large cities, until the government interfered.

Verily, this is a plausible world! In the haste to get rich, one of the weakest elements of human nature is disclosed.

It is strange that these swindling games have been permitted to go on from year to year, while the Federal government has been devoting its time to busting the trusts (with a consequent increase in the cost of living), to smashing the railroads (and thus making trouble for their employees and their patrons) and to making a pure fad out of the pure-food law, so as to make business men and producers both unhappy.

Of course the anxiety to obtain notoriety is at the bottom of much of this mischief-making. The people are be-

ginning to understand that it is not the public good, but the public offices that the demagogues are after. When they are in office, they do nothing; when they are out of office, they pose as the friends of "the dear people." Sometimes we wonder how persons can be fooled so easily; but the same credulity that opens the way for the slick games of the gold-brick sellers is at the bottom of the public acclaim that cheap demagogues get so easily.

There is no mistaking the fact that the election, instead of removing the uncertainty as to the future in business circles, has increased it. It is not surprising that this is so. I still believe that the uncertainty will continue until the public gets some idea of what the new administration proposes to do.

If it proposes to make a man like Bryan, with all his crazy notions of finance, its guiding star and puts him at the head of its Cabinet or in any responsible Cabinet position and surrounds him with men of similar caliber, the business of the country will inevitably suffer. If the incoming administration proposes to follow a radical and destructive policy toward our great industries and railroads and toward every man who has a dollar, we shall see Prosperity gather up its robes and disappear.

On the other hand, if, as many of his friends believe, the incoming President stands steadfastly and courageously for a policy of construction, for legislation that will reform our obsolete banking system and reduce the tariff so conservatively that no shock will be given to capital or labor, we may look forward to the speedy return of good times.

That means better wages, more workmen in the factories, larger workshops, busier merchants and a much busier Wall Street.

(Continued on page 623.)

"Investment Suggestions"

We have just prepared, under this name, a pamphlet which in concise form gives suggestions which cannot fail to be of material assistance to all those having funds available for investment. Every investor should have this pamphlet in his possession. Write for it today.

A. B. Leach & Co.

Investment Securities
149 Broadway, New York

Chicago Philadelphia Boston Buffalo Baltimore London

DIVERSIFY YOUR INVESTMENTS

6% OUT WEST
OAKLAND, CALIFORNIA.

No where else in the U. S. can you obtain higher rates of interest with less risk than in this great, prosperous western country

REALTY SYNDICATE
INVESTMENT CERTIFICATES 6%
For 1, 2, 3, 5 or 10 years. Interest payable quarterly or semi-annually

Principal and interest secured by the total assets of the corporation, amounting to over thirteen million dollars. By becoming a client of The Realty Syndicate, you not only get in touch with the Pacific Coast at the beginning of a period of great prosperity, but also have the advantages of our organization as headquarters during the

Panama Pacific Exposition
Now is the Time to Begin

Send now "6% in the West" Realty Building, owned by The Realty Syndicate

THE REALTY SYNDICATE
Paid up Capital and Surplus over \$8,000,000

1236 Broadway Oakland, California

Before You Invest Investigate

Know about what you're buying.
72,946 Investors kept themselves informed in the last eight years regarding investments through THE FINANCIAL WORLD. It is a safeguard against all financial frauds.

OUR UNUSUAL OFFER.

If you will mention Leslie's and enclose postage for our reply we will express our opinion on ONE INVESTMENT YOU ARE INTERESTED IN, and send a copy of our paper. You can then judge whether you wish to subscribe. No inquiries answered without return postage.

THE FINANCIAL WORLD
18 BROADWAY, NEW YORK

Big Earning Possibilities HAHN AUTOMATIC CLOCK CO.

A system of Time Clocks for Libraries, Schools, Factories, Hotels, etc., operated from a Master Clock. Installed in Sears, Roebuck & Co. Chicago plant, Rector's Hotel, New York, and others.

Information regarding the stock of this Company on request.
SLATTERY & CO.
Dealers in Stocks and Bonds
Est. 1908 40 Exchange Place, New York

Investments THAT ARE Safe and Sure

Are the only kind we offer. We sell no speculative securities of any kind, but confine our activities to dealing in only the highest grade.

Municipal Bonds

Payable from taxes, secured by the entire wealth of rich cities, counties and school-districts, they are all that can be desired of an investment. Many issues are Tax-Free.

They are the same kind which the U. S. Government accepts as security for

Postal Bank Deposits

But instead of the 2% the Postal Banks pay, these bonds yield from **4% to 5%**

Write for Free Circular

The New First National Bank

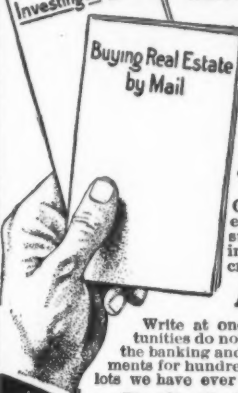
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Columbus, Ohio



Let Us Mail You These Free Books

which give you information about real estate investments of the greatest value to every investor and tell the remarkable story of the many millions that have been made by investing in Chicago real estate. Chicago's growth is the most wonderful of any city in the world. In 1830 Chicago had a population of only 60 people. Today it is the fourth city in the world. What will it be in 1930?



Hetty Green—World's Richest Woman

recently sold her great acreage property in Chicago. These acres, 450 in all, are located at the corner of 63rd Street and Western Avenue. She bought the property 20 years ago and waited until the city grew up all around it.

Last fall she sold it. The inside information was known to but few. Those who knew acted at once and purchased adjoining land. Immense profits were made in a very short time. Boulevards are being made, streets improved and hundreds of flat buildings and homes are being built.

We had an opportunity to buy some lots adjoining the Hetty Green property before she sold. We bought at a price that enables us to sell lots for much less than lots in the Hetty Green subdivision are being sold. These lots offer a safe, conservative investment that promises to be very profitable through the increase in land values by improvement of the adjoining property.

A Big Opportunity to Make Money

Write at once for maps of this property, booklets and terms. Such opportunities do not come every day. Your opportunity is now. We have been in the banking and real estate business since 1867 and have made profitable investments for hundreds of our customers, but this is the best investment in Chicago city lots we have ever known. Let us send you full information about this property.

D. C. & C. P. CAMPBELL, 1015 Royal Insurance Bldg., CHICAGO - ILLINOIS

How to Accumulate \$1,000.00

Not a difficult thing to do. Buy one of our Easy Payment, Profit-sharing 5% Coupon Trust Bonds, paying interest semi-annually, and issued in denominations of \$1,000.00 up.

Write now for our Free Booklet De Luxe No. 25

It describes our new method of saving.

GUARANTEE TRUST AND BANKING CO., Atlanta, Ga.
Bond Department Established 1899.
CAPITAL \$500,000.00.



5% M. C. Trust Certificates

Threefold security—\$100 units, maturity optional, 315 banks have invested \$50,000,000 with us.

Write for booklet and magazine, "WORKING DOLLARS"

Manufacturers Commercial Company
Barclay Bldg. New York City

5%

Certificates of Deposit

Our banking department issues Certificates of Deposit bearing 5%.

Our Accumulative Certificate is a partial payment plan for saving. Write for Booklet L.

SECURITY TRUST COMPANY.

Capital, \$300,000 Jackson, Tenn.

Jasper's Hints to Money-makers.

(Continued from page 622.)

P., Denmark, Wis.: I do not regard the Doyle Con. mining stock as "A safe investment." It is decidedly speculative.

B., Paterson, N. J.: It is not advisable to entrust money to strangers unless you know all about them. Get their references.

S., Theresa, Wis.: Slattery & Co., 40 Exchange Place, New York, trade in U. S. Light & Heat.

J., Seattle: Never buy stocks offered at a cent a share. No successful investor or speculator ever touches such things.

G., Staunton, Va.: Utah Copper and Union Bag & Paper Pfd. both promise higher prices if prosperous conditions continue. Both pay dividends.

B., West Turnport, Md.: I do not advise the purchase of the shares of new insurance companies as an investment. The profits of the business are greatly exaggerated.

P., Providence, R. I.: The Mother Lode Copper Mining Co. of Virginia is reported as "Idle for some years." This is not very favorable.

Pittsfield, Mass.: It is difficult to advise in reference to purely local concerns which have no connection with Wall Street. A mercantile agency report would probably assist you.

Imperial, Pa.: The gilt-edged bonds on your list are the Central Pacific 4's, U. P. first 4's, C. & B. joint 4's, C. & O. Gen. 4 1/2's, N. P. 4's, Ill. Central first 4's, and Central of Georgia Con. 5's. The others stand well.

B., Elizabeth, N. J.: On a sharp decline, C. & O. might be bought with considerable safety. Paying 5 per cent., it is attractive around 80 and if the prosperity of the railroads is assured should be worth par.

G. C. Sterling, Colo.: Competition in wireless telegraphy is such that none of the wireless stocks looks favorable from the investment standpoint. There is no foundation patent like that of the telephone and any number of amateurs have wireless apparatus of their own.

H., Beverly Hills, Cal.: It is impossible for me to report on the standing of local investment companies. They have no connection with Wall Street affairs. Their success obviously depends upon the integrity and enterprise of the management.

F., Philadelphia: It is difficult to say which of the two stocks would be the better to buy for a two or three year pull. Denver & Rio Grande Pfd. would have decided merit if the Interstate Commerce Commission would be less exacting with the great railroads.

Suffragette, St. Paul: A number of excellent \$100 bonds yielding from 4 to 6 per cent. are

highly recommended by Beyer & Co., The Hundred Dollar Bond House, 52 William Street, New York. Write to them for their free bond list L-42.

Saving, Providence, R. I.: The new method of saving to which you refer is on a basis of 5 per cent. interest. It is fully described in a beautiful booklet, a copy of which you can get without charge by writing for booklet No. 25 to the Guarantee Trust & Banking Co., Atlanta, Ga.

Estate, Bristol: A list of tax exempt securities in Massachusetts acceptable for the investment of trust funds can be had by writing to the New First National Bank, Columbus, O., which makes a specialty of high class bonds. If the list does not fully meet your requirements, advise me.

U. S. Steel, Jacksonville, Fla.: A special letter on U. S. Steel, prepared by Alexander & Co., members N. Y. Stock Exchange, 47 Exchange Place, New York, for their customers, will give you much of the information for which you ask and will interest all holders of U. S. Steel. Write to Alexander & Co. for a copy.

J. B., Washington, D. C.: If you refer to the Hubbard Elliott Mining Co. of Alaska, it can be said that it is a reconstruction of the Hubbard Elliott Copper Mines Development Co. It has a number of claims on which considerable work has been done without meeting the anticipated success. The stock must be regarded as decidedly speculative.

P., Round Lake: I know of no corporation on your list that would not be affected by what you call a "free trade tariff." Some would suffer more than others. The car equipment companies would suffer because they depend largely on manufactured products for freight. American Cotton Oil, International Paper and Union Bag would probably suffer the least.

B., St. Louis: The public service bonds to which you refer are well regarded but are not the highest form of permanent investment. Obviously the bonds are more secure than the preferred stock, although the latter will give a better return. If security is the first consideration, it would be best not to convert them at present.

5 Per Cent., Atlanta, Ga.: The 5 per cent. Trust Certificates in units of \$100 have many features to recommend them. Any local banker will probably explain their character, as banks are buyers of them. Write to the Manufacturers Commercial Co., Barclay Building, New York, for their free booklet and magazine entitled "Working Dollars."

L., St. Louis: You can cultivate the habit of saving best by following out a plan which will accumulate your earnings on an attractive basis. You can start with very little and increase your investment weekly or monthly. Write to George H. Burr & Co., Bankers, 14 Wall St., New York City, for a copy of their booklet "L" describing their Savings Bank Plan.

Banker, New Orleans: I know of nothing better to help you to an understanding of the financial outlook than the Weekly Financial Review, published by J. S. Bache & Co., Bankers, 42 Broadway, New York. Thousands of bankers and investors read this every week. Any of my readers can have a copy without charge if they write to Bache & Co. for it.

High Living, Des Moines, Iowa: I see no reason why you should not put a part of your surplus into the 5 per cent. and 6 per cent. certificates to which you refer. The gilt-edged stocks on your list will not net you more than 4 per cent., but of course have greater safety. The 6 per cent. certificates of which you speak are offered by the Realty Syndicate, 1236 Broadway, Oakland, Cal. Write to them for their free booklet of information.

L. M., Portland, Me.: 1. Your questions are all answered in a free booklet just issued by J. F. Pierson, Jr., & Co., members of the New York Stock Exchange, 74 Broadway, New York City. Write to them for copy of booklet No. 22 on "Wall Street Ways." 2. The 6 per cent. 1st mortgages on Chicago real estate are issued by S. W. Straus & Co., Mortgage & Bond Bankers, Straus Building, Chicago.

In answering advertisements please mention "Leslie's Weekly."

They have issued a very enlightening circular in reference to these mortgages. Write to them for their circular No. 2469.

Hopeful, Denver, Colo.: Preferred stocks of well-established industrial corporations will give you a higher rate of interest than the preferred stocks of railroads. A great deal of New England money is invested in the conservative corporations of that section. A good deal of useful information will be found in the December booklet just issued by Turner, Tucker & Co., 111 Broadway, New York. Write to them for a copy.

Earnest, Buffalo, N. Y.: A great many others are asking the question, "How can I increase my income?" Better keep some of your gilt-edged securities. In making further investments by a wise choice you can get from 5 to 6 per cent. and upwards by taking some speculative risk. Many careful investors make it a rule to write for circulars of information to all responsible advertisers who offer attractive rates of interest. It is easy to examine into their literature and references and then to make a choice on a conservative basis.

C., Galveston, Texas: 1. The shares of new insurance companies are not regarded with favor. The profits of the business have been grossly exaggerated. 2. The annual statement of the American Ice has not yet been made public, but it is said that it will show a fair surplus. If the company were in stronger hands, the stock would sell much higher. 3. If the copper market improves, Anaconda should do better, but I do not favor mining stocks except for speculation. 4. Greater confidence in the constructive, rather than the destructive policies of the incoming administration, is now being shown. This tends to give a firmer tone to the market.

Prudence, Dallas, Texas: 1. I would be very glad to answer all the questions you ask, but I have not room. The one thing to consider is safety in your investments. This will give you a sense of security and satisfaction that you will not have if you put your money into any one of the mining stocks to which you refer. It will be of interest to you and any other investor who reads my column if they will write for the interesting little booklet entitled "Investment Suggestions," carefully prepared by A. B. Leach & Co., dealers in investment securities, 149 Broadway, New York, for their customers. It will be sent without charge. 2. Take your profit in Chino and let some one else get the last cent.

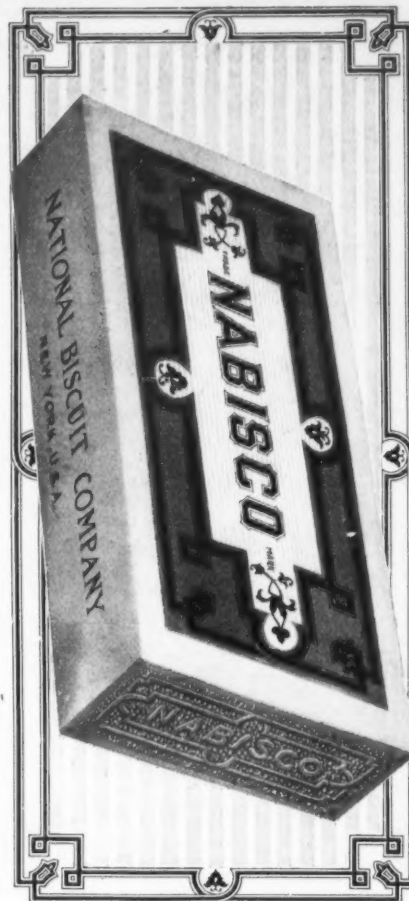
Indianapolis: It is clearly impossible to predict the future of either railway or industrial stocks, such as you name without some provision as to what the Interstate Commerce Commission will do to the railroads, and what the incoming administration will do with the tariff. At present Union Pacific, Atlantic Coast Line, Great Northern and St. Paul Pfd. are assured of their dividends. I do not look for increased dividends next year unless a very conservative course is pursued by the new administration. It would not be surprising if all the stocks on your list should, in common with the rest of the market, disclose increased strength within the next few months, if foreign complications are settled and if in the selection of his cabinet Governor Wilson discloses conservative tendencies.

NEW YORK, December 5, 1912.

JASPER.

How Grafters Work.

LEGISLATIVE corruption is notoriously common. We need no argument to prove it. It has been proved in the courts again and again, yet it goes on. The corporations have to pay not to get legislation passed, but to prevent its passage. Testimony was recently brought out to show that the International Harvester Company, in 1903, paid a law firm \$8,000 to defeat a bill in the Kansas Legislature which interfered with their form of contracts. It was shown that the company refused to pay the bill until it had assurances that the money had not been improperly used, and its attorney, before he died, declared that the company had never used money improperly in defeating legislation. There are men who go to the Legislature for no other purpose than to make money out of their blackmailing operations. They introduce bills aimed at the railroads, insurance companies and other corporations, expecting to be paid for preventing their enactment. If any one believes that the officers of these corporations pay these blackmailers because they like to do so, they are mistaken. It may be said that the legislative blackmailers and grafters should be exposed by their victims. So they should, on the same principle that a man who is held up by a highwayman on a dark street at night ought not to give up his pocketbook and watch. Under certain conditions, the easiest way is usually regarded as the best. The difficulty of convicting a briber is widely recognized. He seldom takes chances of exposure; he works in the dark, he has his confederates and when he is trapped they are always ready to bear false witness in his favor. Every effort should be made by the voters to choose only men of tried integrity as their representatives in legislatures.



THE insistent charm of Nabisco Sugar Wafers places them first in the favor of young and old as the most fitting of all holiday dessert confections.

Serve with creams or ices, with fruits or beverages.

In ten cent tins; also in twenty-five cent tins.

CHOCOLATE TOKENS—

Another dessert confection of pre-eminent goodness — chocolate covered.



No-Rim-Cut Tires 10% Oversize



Please Compare Some Winter Treads

You have wondered, perhaps, how Good-year tires came to outsell all others.

Wondered why the users last year bought 918,687 of these tires.

There are twenty reasons. But let us now point out just one, which solves the skidding problem as 'twas never solved before.

Long-lived, Bulldog Grips

Perhaps you know the weaknesses of common-type non-skids.

The short-lived, soft projections, the lack of grip. And the way they ruin tire fabrics by centering the whole strain on a part of the surface.

Note now how the Good-year experts have dealt with all these troubles.

Double Thick

Our Non-Skid is an extra tread, vulcanized onto the regular. That means a double-thick tread.

This extra tread is of very tough rubber, made immensely enduring.

The blocks are deep cut, so for thousands of miles they retain full efficiency.

The road surface is met with countless edges and angles. These sharp-cut projections face every direction. And they grasp with a bulldog grip.

These blocks spread out so they meet at the base. Thus the strain is distributed over the fabric just the same as with smooth-tread tires.

Note each of these points, for each is important. Compare them one by one with any other non-skid.

Do that, and the chances are 100 to 1 that you will buy Goodyear tires.

Other Attractions

Then we have invented a tire which can't rim-cut—the Goodyear No-Rim-Cut tires.

This saving of rim-cutting, as shown by statistics, eases 23 per cent.

We make that tire 10 per cent over size. And that, with the average car, adds 25 per cent to the tire mileage.

Men want to save rim-cutting and avoid overloading. They want to save that 48 per cent.

And those wants have made No-Rim-Cut tires the most popular tires in existence.

Now these tires, when wanted, come with our Non-Skid treads.

Think what a combination of attractions we now offer in these tires.

The Goodyear Tire Book—fourteenth year edition—tells all the tire facts that you want to know. Ask us to mail it to you.

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AKRON, OHIO

No-Rim-Cut Tires

With or Without Non-Skid Treads

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Branches and Agencies in 183 Principal Cities

More Service Stations than Any Other Tire

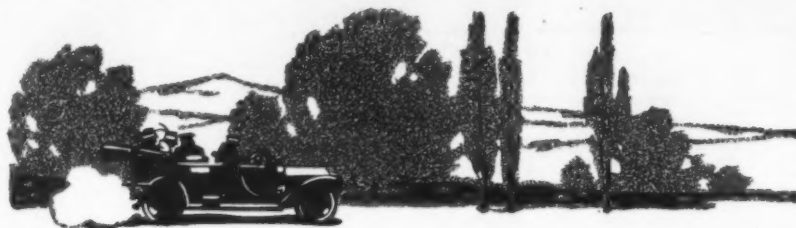
We Make All Kinds of Rubber Tires, Tire Accessories and Repair Outfits

(922)

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In answering advertisements please mention "Leslie's Weekly."



Motorist's Column

Automobile Bureau

Conducted by H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks and delivery wagons, motor boats, accessories, routes or State laws can obtain it by writing to the Automobile Bureau, Leslie's Weekly, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

The Year 'Round Car.

Why many motorists think that, with the advent of frost and the first real winter weather their cars should go into hibernation, is a mystery. The habit is possibly a relic of the "superstition" of the days of universally poor roads, ignorance of anti-freezing solutions, and absence of protection for the driver. Such conditions certainly made winter motor car driving uncomfortable, if not hazardous, and it is small wonder that the owners of the first cars sent their machines into winter hiding till the frost left the ground. Now, however, there is but little reason for thus depriving oneself of the joys of cold-weather motoring, for conditions have changed greatly since that winter's day seventeen years ago when a few of the "horseless carriages" that were really able to "run" at that time finished a race through the streets of Chicago at the rate of $7\frac{1}{2}$ miles an hour. But the average good road of to-day is not affected by frost for, the surface being hard and smooth, there is no opportunity for the formation of ruts which will harden; anti-freezing solutions mixed with the cooling water assure us of a freedom from trouble from that source; inexpensive private garages with small heaters provide for the proper care of the car when idle; and fore-doors, wind shields, tops, foot warmers, and enclosed bodies—not to mention the special clothing now provided—guarantee comfort for car, driver, and passengers during even the coldest weather. The man who has never kept his car in commission during the winter will find a new world and a new sport if he makes his automobile a year 'round vehicle. Formerly familiar scenes and routes assume a new aspect, the dust is thoroughly laid, and the air is crisp, bright, and clear. In fact, after trying it for a winter, it is almost certain that the man with the real "red blood" in his veins will heartily agree that winter is the equal of spring or fall for short trips through the surrounding country—or even for extended tours. Try it this winter, and see; it will not harm your car to delay putting it away for a few weeks if you decide that, after all, the old way of using your automobile but seven months in the year is best.

Questions of General Interest.

Noise in Transmission Case.

H. L. W., Va., inquires: "My 1910 car seems to make a great deal of noise when I drive on low gear. I assume the trouble lies with the transmission, but do not care to go to the expense of installing new gears. Is there some adjustment that I can make that will partially remedy this trouble?"

If your transmission does not heat on the low gear, it is evident that the only trouble lies in a slight wear of the teeth that allows too great an amount of "play." New gears, obtained from the factory, would of course solve the difficulty most satisfactorily, but as you do not care to go to this expense, you might try one of the compounds composed of a grease or graphite with which has been mixed some cedar sawdust or powdered cork. Such sawdust or cork, when embodied in the lubricant, serves as a cushion that deadens the noise of the impact of the teeth. Gears treated in this way have been known to run satisfactorily and quietly for several seasons with no further attention other than that of the renewal of the lubricant occasionally.

Starting in Cold Weather.

H. H. D., Ohio, asks: "Why does my car start harder in cold weather than in warm, and how may I overcome this difficulty?"

For the same reason that water evaporates more rapidly at high temperatures than at low, it is not so easy to obtain the vapor from gasoline in cold weather; and as you doubtless know, it is the gasoline vapor—and not the liquid itself—that is mixed with air to form the explosive charge. To facilitate this evapora-

tion, many motors are provided with carburetors having hot air or hot water jackets surrounding their float chambers, but this hot air or hot water, as the case may be, cannot be obtained until after the motor has been run a few revolutions. To render these first few explosions sure in cold weather, it is well to "prime" the motor with a few drops of gasoline, introduced either through the intake manifold or through the compression relief cocks in the cylinder heads. This gasoline will vaporize readily when subjected to the high compression of the cylinders. Another method of assisting the vaporization of gasoline on a cold day is to pack hot water-soaked cloths or waste around the float chamber of the carburetor.

Home-made Tire Repairs.

L. K. J., Ind., writes: "There is no reliable tire repair shop near my home, and to have my shoes retreaded, I must send them by express and then wait ten days or two weeks before they can be returned. On account of the expense and the delay entailed, I find myself using a tire 'up to the last minute,' with the result that shoes are rendered useless that could have been saved were I able to have the small repairs attended to. Can you suggest a way out of my difficulty? There must be many other motorists situated much as am I."

You are correct in assuming that you could save your tires if you were able to have the small cuts and blowouts repaired as soon as they occurred. A goodly amount of the so-called "tire trouble" is due to neglect on the part of the owners to have small cuts attended to. These soon become larger, others are formed, a blowout occurs, and soon the tire is fit only for old rubber, or must be retreaded at a considerable expense. I realize that you cannot well express your tires to the nearest repair shop as soon as a slight cut in the tread appears, but why not try making your own repairs? For an investment of from twelve to twenty dollars, you can obtain a small vulcanizing outfit that will repair even the most serious cuts and blowouts. This is not a difficult undertaking, and will not demand a large amount of your time. In fact, it is possible to retread an entire casing, although if you use the vulcanizing outfit properly and attend to each cut and bruise as it appears, you will find that retreading will seldom be necessary. Such a vulcanizing outfit can be obtained in sizes that will fit your tool box and that may be used for permanent roadside repairs.

Ventilation for Fore Doors.

H. N. P., Mass., asks: "Is there any method by which I can obtain better ventilation in the front compartment of my car. I notice the later models are provided with special ventilators set in the dash, and by means of these, the current of air may be regulated at will. Is there any method by which I can thus equip my car?"

There are several designs of ventilators intended to be attached to the dash of a car or the doors of a limousine. Some of these operate on the same principle as the shutters of the blinds of a house, while others employ a small sliding disc that may be set in any desired position of the opening. Still another form consists of a nickel or brass tube having a slot cut throughout one side which may be closed by turning a strip of metal that is hinged at the center of the ends of the tube. This ventilator may be set in either a vertical or horizontal position, and is provided with a screen that covers the opening and that serves to keep out much of the mud and dust that would otherwise be drawn into the front compartment of the car. Such attachments may be obtained at prices varying from \$3.50 to \$10.00 each, and a half hour's work on the part of a carpenter—if the dash is of wood; or a tinsmith—if a sheet-metal dash is used—will serve to install a set on any car. It is sometimes feasible to install a third ventilator in the dash directly behind the motor, and a certain amount of hot air can thus be led into the driver's compartment during cold-weather operation.

(Continued on page 625.)



Keep Your Own Razor in Perfect Shape

You don't have to be an expert to keep your razor so it will always shave you with ease and comfort—just use the expert's strop—the

New Torrey Honing Strop

The result of over half-a-century of strop making. Get one of these wonderful strops at your dealer's and enjoy a cool, smooth, close shave every day—in perfect comfort and without the slightest irritation to the skin. Price, 50c, 75c, \$1.00, \$1.25, \$1.50, \$2.00 and \$2.50. If your dealer cannot show you the New Torrey Honing Strop—write us for full information. Booklet, all about shaving, sent free on request.

DEALERS—Write for full particulars of our special proposition. Get a Torrey Razor—best made.

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Attractive Women want the latest in perfume. A lasting, fascinating fragrance not found in any other perfume.

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Amelia Stone now starring in the French operetta "Mon Amour," writes "I enthusiastically say it is *Un Amour de Parfum* and shall adopt it exclusively for my own use." Mon Amour the sweetheart of perfumes—sold by dealers or by mail; send check, stamps or money order. Money back if not pleased. 1/2 oz., 50c; 1 oz., \$1.00, or send 20c for large trial bottle with story of Mon Amour and waltz music free, or send name of dealer and we will mail a Free Sample.

"Mon Amour" to be had in perfume, toilet water, face powder, cold cream and sachet.

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GENUINE DIAMOND \$1 DOWN A WEEK

Genuine Diamonds \$35 up. Send me \$1.00 and let me express you this magnificent beautiful, brilliant, blue-white, perfect cut, guaranteed genuine Diamond, set in 14 Karat Gold "Tiffany" Mounting for Ladies, or "Belcher" for Gentlemen. Examine it critically, and if satisfied with its rare beauty, pay Express Agent \$4.50 and keep the ring; then pay me balance at rate \$1 per week. Send \$1 today. Send for Catalog.

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AGENTS—Big Profits

GUARANTEED ALUMINUM Biggest Seller in Kitchen Ware on the Market



Housekeepers everywhere replacing all their old utensils with aluminum. Big opportunity to make big sales. Complete line of cast and drawn aluminum, sauce pans, kettles, tea-kettles, coffee pots, tea pots, coffee percolators, cereal cookers, pie plates, roasters, dairy pails, cake trimmers, drinking cups, dippers, jelly molds. All the best sellers. Every housewife buys. Write at once for complete outfit to workers. A postal will do.

THOMAS ALUMINUM CO., 1614 Home St., Dayton, O.

When the Doctor Comes

Save him the necessity of sterilizing his thermometer. Have your own personal "Tycos" Fever Thermometer, just as you have your own tooth brush. If your druggist hasn't it, send us \$1.50 for a 1-minute "Tycos" Fever Thermometer. Accept no other. TAYLOR INSTRUMENT COMPANIES, 609 West Avenue Rochester, N. Y.

"Where Tycos" Thermometers Come From"

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Look and wear like diamonds. Brilliance guaranteed forever. Stand file, acid and fire like diamonds. Have no paste, foil or backing. Set only in 14 karat solid gold mountings. About 1-30th the price of diamonds. A marvelous synthetic gem—will out last. Guaranteed not an imitation, and to contain no glass. Sent C.O.D. subject to examination. Write today for our 4 color catalog Deluxe, it's free. Remoh Jewelry Co. 644 Washington Ave. St. Louis

WANTED—SALESMEN AND SALESWOMEN

Hundreds of good positions now open paying from \$1,000.00 to \$5,000.00 a year. No former experience required to get one of them. We will teach you to be a high grade Traveling Salesman or Saleswoman by mail in eight weeks and assist you to secure a good position where you can earn good wages while you are learning. Write today for full particulars, and testimonials from hundreds of men and women we have recently placed in good positions; also list of good positions open. Address (nearest office) Dept. 500, National Salesman's Training Association Chicago New York Kansas City Seattle New Orleans Toronto

Motorist's Column

(Continued from page 624.)

Lower Grade Fuels.

F. M., Ohio, asks: "Can kerosene be heated in a small boiler by the exhaust gas of an automobile engine and the heated gas be used to run the motor? Would this gas give as much power as cold gasoline? Would carbon be left after the kerosene had evaporated? Can heated benzine or kerosene be used in a carburetor to run an automobile engine, the engine to be first started on gasoline and the exhaust gas used to heat the kerosene or benzine? Give the heat units in gasoline, benzine and kerosene and the temperature at which they boil."

The method that you suggest for converting kerosene has been used with great success in a slightly different form by several concerns and forms a part of the fuel-generating outfit on several marine power plants. This method of using the exhaust gas for vaporizing low grade fuels, such as kerosene and benzine, attains its object through the application of heat to these liquids. It is not probable that this gas would give the same amount of power in an ordinary automobile motor as can be obtained from the gasoline vapor, but if your engine is especially designed to run on these low grade fuels, you will find the power obtained will be about the same. The use of kerosene as a fuel is reputed to leave a greater carbon residue than is the case with gasoline as a fuel, but this is an objection to the use of the former that I believe will soon be overcome. By readjusting the carburetor, gasoline and even benzine vapor have been successfully used to operate the ordinary gasoline automobile, provided the machine was first started on gasoline and run until well heated. Under these conditions it is not absolutely necessary to use the exhaust gas directly to the carburetor for heating the kerosene, although better results will probably be obtained if the float chamber is jacketed. The heat value of gasoline, benzine and kerosene is about the same and varies between 19,000 and 21,000 B. T. U.'s per pound. The boiling points of these fluids vary according to their specific gravity from 140 to 176 degrees; benzine being the heaviest of the three and able to stand the greatest amount of heat before boiling.

Lights from Magneto.

A. J. S., Del., asks: "Is it possible to convert my small 1910 runabout into an electrically-lighted car at but a comparatively small expense? It is provided with a magneto located in the fly-wheel."

If you will adapt your gas lamps and tail light to the electric type by means of converters that are provided for the purpose and will connect the sockets by wires with the proper terminals of the magneto, you will be able to obtain current for your electric lights whenever the motor is running. This will not be the type of current that can be stored in the storage battery, however, and consequently, your lights will only be available when the motor is in operation. It is evident that the faster your motor runs the brighter will be the lights, but you will find that ample illumination is furnished when the engine is running at slow speeds and when it is well throttled.

Wire or Wood Wheels.

A. L. P., Ind., inquires: "Are wire wheels coming into use in 1913? What is the advantage or disadvantage of such a wheel on a medium weight or heavy car?"

Wire wheels have been used to a considerable extent during recent years, especially on the light models of cars. When the heavy car, weighing from 1,500 to 4,000 pounds, was introduced, however, the light wire wheels made at that time were hardly strong enough to bear this added weight and the present form of wooden or artillery wheel was resorted to. The difference in constructions of the two wheels lies in the manner of suspension of the weight. The wire wheel carries the weight from the top spokes so that these are all in tension, while the wooden wheel carries the car weight on the lower spokes, bringing these into compression. For several years foreign manufacturers have been using wire wheels of a special type on many of the heavy cars and these have been favorably received by the motoring public. This practice has been followed to a less extent in three or four notable instances by American concerns and it is probable that 1913 will find a few more American cars so equipped. The wooden wheel is more rigid than is the steel wheel but tests have shown that it will not withstand the side thrust to which the wire wheel may be subjected. This side thrust is such as is encountered when the car is run sharply alongside the curb, although it may be said to the credit of the American wooden wheel that very few collapses occur under these conditions. The wire wheel, however, can be bent or twisted several degrees out of true without actual rupture or collapse taking place.

Extra Seat in Runabout.

J. S. M., New York, asks: "Can I obtain an extra seat to place in my runabout for my ten-year-old son?"

Portable folding seats may be obtained at almost any large accessory dealers. These are convertible and are well suited to be placed in any portion of the car where the floor is level. If there is plenty of room back of the dash-board of your machine this can be placed in front of the seat at the side of the driver and can easily accommodate even a larger person than your son. It is, of course, impossible to arrange this seat so that it will fold into the side or dash of the car, after the manner of the extra seats in the tonneau, but it can be folded flat and carried at the rear or in any other out-of-the-way place of the car. You can get a folding seat in a variety of styles and at corresponding prices ranging probably from \$2.00 to \$8.00, depending upon the finish and upholstery.

In answering advertisements please mention "Leslie's Weekly."



WINCHESTER

Rifles and Shotguns Make

Highly Prized Holiday Gifts

A Winchester .22 Caliber rifle for a boy; a repeating shotgun or hunting rifle for the mature sportsman, or a light-weight rifle or 20 gauge repeating shotgun for the out-of-door girl, will make a most acceptable Christmas present. For completeness include a supply of Winchester cartridges or shotgun shells. Winchester ammunition not only give the best result in Winchester guns, but with all other makes.

Winchester Rifles, Shotguns and Ammunition--
The W Brand---Are Sold Everywhere

Santa Fe de-Luxe

"America's finest train"

Chicago and Los Angeles—Winter Season
Extra fast—extra fine—extra fare

For travelers to and from California who wish ideal service.

The dining cars are under management of Fred Harvey. En route you can visit the Grand Canyon of Arizona.

On request will send our booklets giving full details of a delightful journey through the Southwest Land of Enchantment to winterless California, where you can motor and play golf under sunny skies. W. J. Black, Pass. Traffic Mgr. AT&SF Ry. System, 1061 Railway Exchange, Chicago.

California Limited

Exclusively for first-class travel—The year-round

Play Billiards at Home



BURROWES Billiard and Pool Table

Do you know how very little it would cost to have your own Billiard and Pool Table? Under our easy payment plan, the expense is hardly noticeable.

\$100 DOWN

The prices are from \$15 up, on terms of \$1 or more down (depending on size and style) and a small amount each month. You play on the Table while paying for it.

This is your opportunity to play these fascinating, exciting, wholesome games under ideal conditions. Billiards and Pool are the most popular games in the world.

Burrowes Tables are correct in every detail. They are used by experts for home practice. The most delicate shots can be executed with the utmost accuracy. No special room is needed. Table may be mounted on dining-room or library table or on its own legs or stand. Balls, cues, etc., free.

FREE TRIAL—NO RED TAPE

On receipt of first installment we will ship Table. Play on it one week. If unsatisfactory return it, and on its receipt we will refund your deposit. This ensures you a free trial. Write today for illustrated catalog, giving prices, terms, etc.

E. T. BURROWES CO., 510 Center St., Portland, Me.

BARNEY & BERRY ICE SKATES

"The Practical, Pleasure-Giving Gift"

A shining present that will last a lifetime.

Every boy and girl knows when they see the name Barney & Berry on skates that they are the best obtainable.

Select the style you desire from our catalog sent free upon request. It also contains hockey rules, skating program and directions for building an ice rink. Your dealer will supply you with just the style you desire. Otherwise, write us.

BARNEY & BERRY

145 Broad Street
Springfield, Mass.

LET'S GO SKATING!

Pictures Worth Money

are those that show lines of detail that the eye can not grasp. The pictures snapped with

GOERZ LENSES CAMERAS

record scenes that cannot be posed—actions that transpire and are gone forever. That is why most professional photographers use them.

A Goerz Lens can be fitted to the camera you own now.

Our Book on "Lenses and Cameras" will be sent to you for the asking.

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\$5,000 offered for certain inventions. Book "How to Obtain a Patent" and "What to Invent" sent free. Send rough sketch for free report as to patentability. Patents advertised for sale at our expense in Manufacturers' Journals.

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GLUTEN FLOUR DIET FOR DIABETICS

Kidney and Liver Troubles, Rheumatism, Obesity

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Rich in Protein. Ask your physician. Leading grocers.

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Print your own cards, circulars, book, newspaper, PRESS \$5, larger \$10. Rotary \$50. All easy, reliable. Print for others, big profit. Write factory for press catalog, TYPE, cards, paper, etc.

THE PRESS CO., Meriden, Conn.

Money in This

Berlin's Novel Play on Skates

By Mrs. C. R. Miller

BERLIN, the home of novelties in popular amusements, has a new offering in this line—a pantomime on skates. It is given nightly before crowded houses at the Admiralpalast, the fashionable skating rink of the German capital. It has been running since July and is likely to continue indefinitely. The play is called "Yvonne" and is of the Empire period in France and gives ample opportunity for beautiful dressing. The cast, all of whom are excellent pantomimists and skaters, have been selected from home talent, as they are natives of Berlin. The Admiralpalast has a large arena, the floor of which is covered with man-



THE HAPPY COUPLE.
Yvonne and the Marquis on their wedding day.

men, garbed as porters and customers, come on the scene. When the market is at its height, a young marquis and his friends appear and visit the different booths. The marquis promptly falls in love with Yvonne, and the first act closes with the village gossips watching and discussing the love making of the nobleman and pretty peasant girl.

The second act is laid in the garden of the marquis's summer home, presided over by his mother. The marquis comes in with Yvonne and presents her as his future wife. After some explanation as to the meeting of the two, the mother embraces Yvonne and tells her son to set the wedding day. The friends



THE BALLET AT THE WEDDING.
This sextet danced on skates in the novel pantomime.

ufactured ice, frozen from below and kept smooth by constant sweeping. The play comes on about ten p. m., after the ice has been cleared of skaters. The

of the marquis then appear and Yvonne is formally presented to them as the future mistress of the castle, and the second act closes with several pretty dances.



QUARTET OF SKATE DANCERS.
The much applauded flower ballet at the wedding of Yvonne and the Marquis.

scenery is shifted in at one end of the rink and shows the market place at Rouen. A party of pretty girls skate in, bearing baskets of vegetables.

The third and last act shows the marquis's home in winter, arranged for the wedding. Yvonne's parents and neighbors arrive for the ceremony, and, being



PUSHBALL ON THE ICE.
Fair skaters who kept the big sphere moving.

Yvonne, the village beauty, comes in last. They skate around, setting up booths for displaying their goods. A few minutes later a number of young

peasants, their manners and clothing form a decided contrast to the graceful, well-dressed friends of the marquis.

(Continued on page 628.)

In answering advertisements please mention "Leslie's Weekly."



LEARN TO RIDE

LEARN TO TRAIN

Horses

I Will Teach You By Mail

Take any ordinary horse you have or your most likely colt and train it yourself. You can do it. And it requires no special gift or "magnetism". Easy, simple, direct. A scientific system, easily mastered. In my wonderful saddle horse training course I will teach you how to judge a horse—read his disposition—how to teach any horse the five standard gaits, and to waltz, bow, kneel, etc., how to change its gait by a simple movement. It's all clearly explained by photos and diagrams.

Big Profits For Riding Masters

Let me teach you how to earn \$25.00 to \$50.00 each training gaiting and selling saddle horses. Get up clubs, riding classes, etc. Be an expert judge of horses at a glance.

Free to all who request it, a beautiful prospectus on "Gaiting and Training a Saddle Horse." Also a handsome colored picture of a Beery student and her famous standard bred horse "Satan". She trained him by the Beery method. Write today. Address

PROF. JESSE BEERY

Box 422

Pleasant Hill, Ohio

You Like to HUNT and FISH

YOU LIKE TO GO

CAMPING

then surely you will enjoy the National Sportsman magazine, with its 160 richly illustrated pages, full of flowing with interesting stories and valuable information about guns, fishing tackle, camp outfits—the best places to go for fish and game, and a thousand and one valuable "how to" hints for sportsmen. The National Sportsman is just like a big camp fire in the woods where thousands of good fellows gather once a month and spin stirring yarns about their experiences in red, dog, and gun. Think of it, twelve round trips to the woods for \$1.00 bill!

Special Trial Offer

Just to show you what it's like, we will send you the National Sportsman magazine for three months and your choice of a handsome National Sportsman Brotherhood emblem in the form of a Lapel Button, a Scarf Pin, or a Watch Fob, as here shown, on receipt of 25 cents in stamps or cash. Don't delay, join our great big Hunting, Fishing, Camping, Nature-loving National Sportsman Brotherhood today.

National Sportsman Magazine 23 Federal St., Boston, Mass.

DURBAR GEMS

Wonderfully brilliant. Pure white. Constructed by the Oxy-Hydrogen Furnace. Will cut glass, stand acid and fire tests like real diamonds. Have no foil or backing. Set only in 14K. Gold Mountings. Brilliance guaranteed 25 years.

SENT ON APPROVAL—only registered mail on receipt of price. Money cheerfully refunded if not satisfactory. Send for booklet, Dept. A.

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48-50 Maiden Lane New York

5.00 GOLD 14K GOLD 7.50 GOLD 14K GOLD

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Some of New York's New Plays

(Continued from page 613.)

Mr. Collier makes them so. Ripples of laughter are heard all over the house from the time the curtain rises. The plot is simple. A rich young man is given a few weeks to live by his two able physicians. Fear of dying does not bother him. He visits the home of a friend who has just lost a fortune, and finds the daughter of the family engaged to one of his old schoolmates, an artist. The latter is poor and wants to spend a year in Italy to study. Realizing that he is about to die, the young millionaire proposes that he marry his friend's fiancée, that the latter shall go with her mother to Russia, that the young artist shall spend the year in Italy, and that the millionaire himself shall quietly die at the time appointed and leave the young widow the possessor of his fortune. It is easy to imagine what happens. The young millionaire gets well. The embarrassing situation is solved by his wife's acceptance of him as her husband, while the young artist seeks his consolation in the society of a flame that was kindled during his residence in Italy. I doubt if anybody else but Collier could have made such a success as he has of his new play, and that is not giving him more credit than he deserves nor is it saying that the play is without merit.

"MRS. CHRISTMAS ANGEL."—Under a somewhat unhappily chosen title, a special matinee audience at the Harris Theater was treated to a clean and clever little play, which appealed equally to juveniles and adults. Theater-goers are accustomed to beauty and youth in the leading woman; therefore the rarity of a gray-haired Christmas angel as the central figure made the play even more remarkable. Florine Arnold as *Henrietta Hannaberry*, a self-important old woman with a heart of gold, crisply voiced so much of everyday truth in her domination of every one with whom she came in contact that her characterization will rank as a companion picture to "Mrs. Wiggs of the Cabbage Patch," set in a frame of higher gilding. The children who take part are real and lovable. The story, while not new, is handled by the author, Lawrence Eyre, in a naive and attractive form, in which feeling and fun combine. The awakened love of the grandmother for the child of her dead son, whose wife the old lady has never recognized, is the theme which carried the play from aristocratic Washington Square to the tenement district of the lower East Side in New York, with the reconciliation following the touching scene in which the little invalid child is borne from the Christmas festivities to the operating table. This child's conception of the character of make-believe princess, with the fairy-story language she uses, introduces a winsome and pathetic figure into a play otherwise generally vivacious. Little Edna Mae Wilson as this child, *Dulcie*, is charming. Without hurting the theme or detracting from the realism, the Italian and German tenement dwellers could be omitted, leaving as character specialists the Irish Mrs. *Donovan* and her two delightfully noisy and natural kids. The feature of the secondhand floral emblem purchased in view of *Dulcie's* possible death is in poor taste and could be eliminated without losing a single breath of the realistic atmosphere.

"THE WHIP"—This is one of the biggest melodramatic sporting productions of recent years, and it came direct from Drury Lane Theater, London, to the Manhattan Opera House, heralded by widespread press notices, which inclined the old theater-goer to wax comparatively skeptical, with allusions to the glamour and greatness of "The Sporting Duchess" and the touch and go of "Checkers," both presentations dealing with the racing and field life of England, which is the motif of "The Whip." "But the best was yet to come." The third act, with every minute of tense action, the wonderful head-on collision, the rescue of The Whip, the dearest self-poised equine performer on any stage, and the piled-up action, where villainy and virtue battle just as in the old days of "The World against Her," made the audience forget that it was not real, and the tiniest sporting corpuscle in the most self-contained anatomy just couldn't help throbbing, impelling the knowing first-

nighter to split his gloves in harmony with the gladsome yells of the gallery. What matters the plot?—of course there was a beautiful heroine, beloved by a lordly hero, who was beset by the machinations of a double-dyed villain and villainess. The dogs tearing to their kennels, the horses champing and metesome, the joyous riot of color and clamor of the hunt breakfast, the wonderful scenes of stables, railroad junction, Italian gardens and the realism of "Madam Tussaud's Chamber of Horrors" made one forget that a plot was really necessary. Of the generously large cast, three figures stand out prominently, though each one was played with the true conception of the proper handling of English melodrama—not overdone, but broad enough to conform to the wide swath of the brush that painted the word pictures. These three were *Tom Lambert*, interpreted by Ambrose Manning; the *Hon. Mrs. Beamish*, acted by Miss Marie Illington, and the villain, *Captain Greville Sartoris*, by Charles Blackall. The stage has seen many villains so obviously villainous that they were crude, but Mr. Blackall gives us the real thing. There is no gnawing of mustache, no survey of fingernails, no mutterings of "A-ha!" and the other earmarks of supposedly real villainy. This is a page from the life of the sorely pressed, gentlemanly individual of good manners, whose prototype is found in every circle where some member is going a pace he cannot consistently maintain. *Tom Lambert* and *Mrs. Beamish* are stage characters lovable, humorous and delightful; but, then, all the members of the cast do their work in a clean-cut, first-class fashion that rounds out a satisfactory ensemble, which would be no less pleasing if the first scenes were whipped into a little more activity and the one at *Madam Tussaud's* were cut down about one-half.


PLAYS FIT TO BE SEEN.

LESLIE'S gives weekly, during the dramatic season, a list of plays to which one may take his wife or daughter without risk of offense and with a certainty of pleasure or mental profit. This guide to theater-goers is resumed for the season by this journal and will be perused with interest by thousands among LESLIE'S great army of readers. The following list of presentable plays, new and revived, may be seen now in New York, and some of them later will tour the country:

George Cohan	Broadway Jones	Cohan's
Billie Burke	The Mind-the- Paint Girl	Lyceum
Frances Starr	The Case of Becky	Belasco's
John Mason	The Attack	Garrick
Douglas Fairbanks	Hawthorne of the U. S. A.	Astor
Annie Russell	Old Revivals	39th Street
William Collier	Never Say Die	48th Street
Mrs. Fiske	The Highroad	Hudson
Montgomery & Stone	The Lady of the Slipper	Globe
and Elsie Janis	Snow White (Matinees)	Little
	Affairs of Anatol (Evgs.)	"
Madame Simone	The Paper Chase	Wallack's
	Sun Dodgers	Broadway
	The Whip	Manhattan
	Mere Man	Opera House
	Daughter of Heaven	Harris
	Under Many Flags	Century
	Ready Money	Hippodrome
	Little Women	Maxine Elliott's
	The Governor's Lady	Playhouse
	A Scrape of the Pen	Republic
	The Merry Countess	Joe Weber's
	Within the Law	Casino
	Penny's First Play	Eltinge
	The Count of Luxembourg	Comedy
	Milestones	New Amster. Liberty
	The Red Petticoat	Daly's
	Our Wives What Ails You?	Gaiety
	A Rich Man's Son	Criterion
	The Yellow Jacket	Park
		Fulton

That Fatal Nap.

"Your ancestors did not come over in the *Mayflower*!" snapped the tall, spare, thin-lipped Miss Hester Plymrock. "No," and Alias Ananias rubbed his chubby hands together, while an oily smirk spread over his full-moon phiz. "You see, it was this a-way: The old man forgot to wind up the alarm clock and so missed the boat."—*Judge*.



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Life-insurance Suggestions.

THE FATAL defect of assessment life insurance has again been brought into notice by the injunction granted in Illinois, restraining the head camp of the Modern Woodmen from putting into effect new and higher premium rates adopted in January last. The court held that the rates were burdensome and unnecessary and forbade the officers from declaring delinquent any member who refused to pay them. Whether the order can exist for a time under the present rates remains to be seen, but presumably its chief officers, in fixing the higher rates, were only prudently preparing for the inevitable. Assessment insurance always works out unhappily. At the outset it appears to be the cheapest form of insurance, but in the end, through the absolute need of increasing assessments to meet death claims, it may prove more costly than insurance of the regular sort. Policy-holders either have to pay much more than they bargain for or they drop their policies and the company dwindles and collapses. Perfect and satisfactory protection to the insured is offered by only the strong and reliable level-premium insurance companies, which make no change in their rates from the beginning to the end of a policy's term.

B., Cincinnati: The North Western Mutual of Milwaukee is a strong, well-conducted company.

P., Lake City, Minn.: The Germania Life stands well, and is an old and conservative company.

D., Philadelphia: The North American Accident of Chicago makes a good report as to assets and surplus.

B., Winters, Cal.: 1. If insurable elsewhere, better drop the assessment concern. 2. No company is better than the New York Life.

W., Fort Smith, Ark.: The National Life of Chicago has a good record. The companies have different forms of policies and offer different benefits.

Hermit

The Real Help.

THEY say: "His father's wealthy—he has need of none of us."

Why should we shout for such as he—the plutocratic class?

And then they turn their backs on him and will not smile or cheer.

No matter what the song he sings, they turn a callous ear.

Anon they sneer: "A rich man's son—a failure? Why, of course!"

Who ever knew their pampered sons—bloodsuckers from the bourse—

To earn success? And with an air that's close akin to gloat

We moralize upon how oft wealth's scion is "the goat."

Ah, cruelty and blindness! Small is wealth, compared with what

True human sympathy and faith add to the young man's lot!

Wealth brings no help compared with one warm slap upon the back

And hearty objurgations to "Keep pegging at it, Jack!"

The poor boy wins—not just because of hunger's handicap;

Far more because upon his back we land the friendly slap

That heartens him. So let us not, in envy-nurtured pride,

Withhold our human kindness from the needy "rich" boy's side. —STRICKLAND GILLILAN.

Berlin's Novel Play on Skates.

(Continued from page 626.)

They are, however, made welcome. The wedding procession then starts over the ice—the bride and bridegroom riding in a sleigh drawn by four ponies, the guests following on skates. After circling the arena twice, the bridal pair leave the sleigh, and then follows a series of graceful dances on the ice, in which the bride does some difficult skating, still wearing her white satin bridal gown, with its sweeping train. The scene ends with a lively dance, in which all the performers take part.

The play itself is cleverly acted and the pantomime is so well carried out that there is little difficulty in understanding the whole story. The girls are both young and pretty, and their dances on skates are remarkable exhibitions of ice skating.

After the play there is a game of pushball on the ice, which sometimes becomes exciting. The spectators have their favorites among the participants and at times the whole audience is in an uproar over some exciting move. When the game is concluded, the arena is open to the audience and skating is indulged in until midnight.

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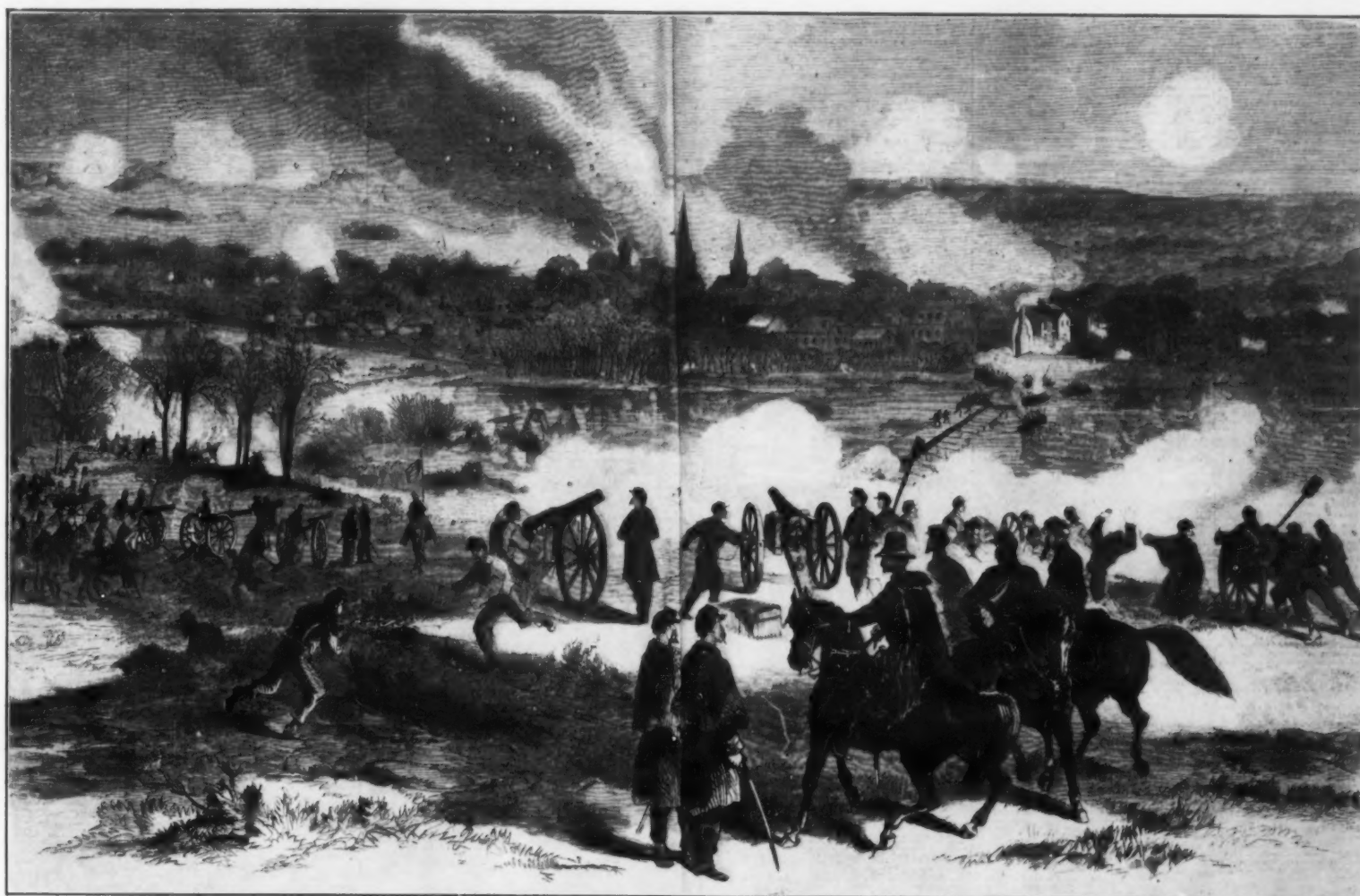
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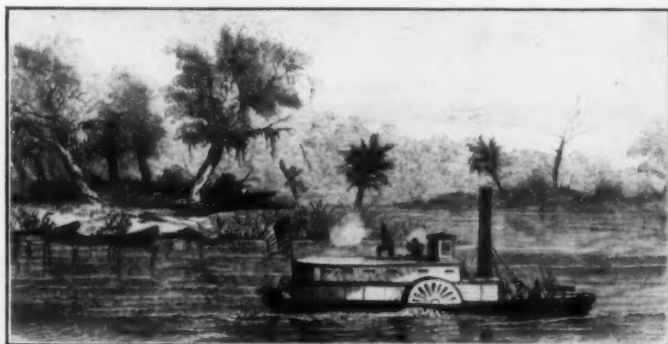
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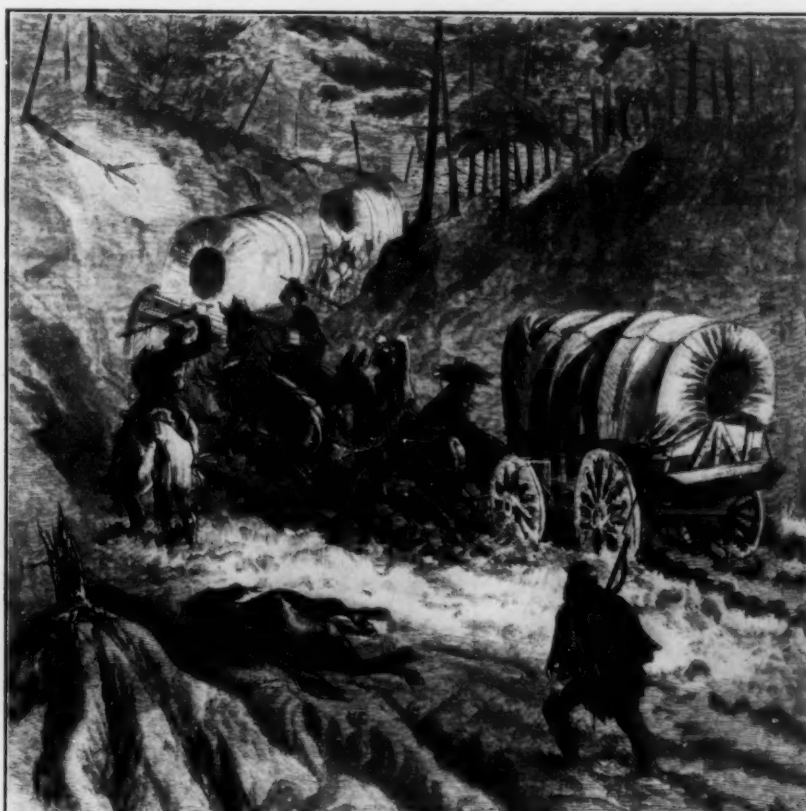
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United States baggage train on its way to the Army of the Potomac at Falmouth, Va.
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